



p. 491

# C&D

## CHEMIST AND DRUGGIST

NOVEMBER 25 1967

**Don't laugh.**

*Obtainable at all chemists*

# Sweetona

*one Sweetona tablet in place*

### Here's an artificial sweetener for people who don't like artificial sweeteners.

It may sound silly, but it's not. We make Sweetex, Britain's largest selling artificial sweetener. And we're launching Sweetona; a new no-calorie sweetener made from cyclamate.

Now it wouldn't make sense for us to compete against ourselves. And it wouldn't make sense for you to stock one more sweetener if it wasn't going to bring you more customers.

Sweetona will.

Because with Sweetona we're going to open up a brand new market. We're going to sell it to people who don't like artificial sweeteners.

Sweetona has eliminated the thing that people who don't like artificial sweeteners don't like about them.

Aftertaste.

Then to sweeten them up even more we're asking only 2/- for 100 tablets.

And we're spreading the good news in a national advertising campaign.

So laugh if you like. But get out your order book.

You get 44.4% profit on introductory bonus terms!

Display drum outer	You Pay	Retail Selling Price	Your Profit
24 tubes of 100 size (for the price of 20)	26/8	48/-	21/4

Order from your wholesaler



## FROM SOUP...

### WHAT NEXT IN SCHERER CAPSULES?

That's a hard one to answer. Right now we're offering the flavour heart of a steaming bowl of chicken noodle soup. Or your choice of luxurious bath oils for m'lady's pleasure. Here are two very different types of product with one thing in common: Both come in exact pre-measured quantities immediately available in Scherer gelatin capsules.

And it's the same with antibiotics, or dog shampoos, insect repellents, deodorants, cake icing, engine starter fluids, hair cream and nail polish. Just about anything you can name now goes into Scherer gelatin capsules. And that's because Scherer Rotary Die capsulation in airtight gelatin packages gives added convenience and adaptability to almost any product.

Some manufacturers choose Scherer capsules because the hermetic seal protects against oxidation, contamination, loss of flavour; assures greater stability, long shelf life. Others choose Scherer capsules so that they can market their product in precise, measured units. Others for safety. Others because Scherer capsules are so attractive and convenient to use.



## TO SOAK

**The basic point is this: A capsule is not necessarily a pill. Scherer capsulation is a modern packaging technique.**

Perhaps it might help your product, give it a competitive sales edge. There's one way to find out. Write to Roy Collins below or—quicker still—give him a ring at Slough 21241. He'll be glad to tell you more about Scherer capsules. And let you into some of their big sales advantages, too. But don't waste any time. Go on, do it now. Slough 21241. Mr. Collins, please...



**Scherer Ltd**

216/222, BATH ROAD,  
SLOUGH, BUCKS.



**BURSON**  
**ELASTIC HOSIERY**

**KENDALL**

**NYLON** STANDARD LASTEX YARN N.H.S.  
TWO WAY STRETCH

*A fashioned base made of long lasting nylon that gives total support for varicose veins and other leg disorders*

\* EXCLUSIVE OPEN SEAM ensures correct pressure and comfortable fit

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**ELASTIC HOSIERY**

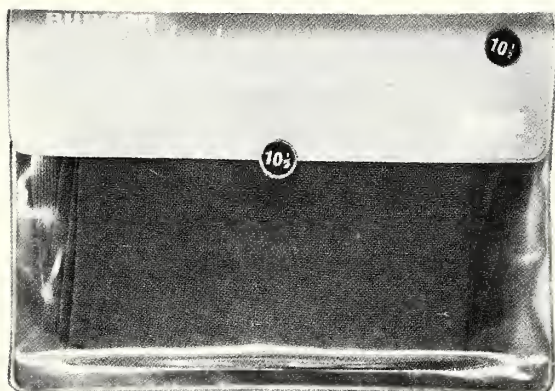
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**PLEASE SEND ME THE FOLLOWING ORDER:**  
All stocking orders are in pairs. Please fill in the quantity you need in each section. All stockings except L 1 are in Natural only. Sml. Med. Lge.

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		L1	COTTON (Sun Brown)	
ABOVE KNEE	N1	NYLON		
	N2	NYLON (closed Toe)		
	L3	COTTON		
BELOW KNEE	N3	NYLON		
	L6	COTTON		
THIGH LENGTH	N6	NYLON		
ANKLET (one way stretch)		STOUT THREAD		
		FINE THREAD		
KNEECAP (one way stretch)		STOUT THREAD		
		FINE THREAD		
ANKLET (two way stretch)		STOUT THREAD		
		FINE THREAD		
KNEECAP (two way stretch)		STOUT THREAD		
		FINE THREAD		

**BURSON LIGHTWEIGHTS!** Special display offer.

No.	9	9 1/2	10	10 1/2	Pairs
	1	2	2	1	

When you buy this special offer of 6 pairs of lightweight in the top selling sizes normal price £9.12.0., you get an attractive dispenser and 25 free customer service leaflets, too!

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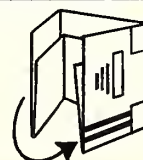
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Address .....

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Licence No. BP 115

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**FIRST FIELD LANE**  
**BRAUNTON**  
**DEVON**

**For further details and free  
fitting charts please tick.**



**How to Post.**

Fold along line A—A, fold back at B, fold back at C, then tuck in flap behind Kendall address.

A



**FAST SERVICE**  
means  
**24-HOUR SERVICE**  
on  
**BURSON STOCKINGS**  
by **KENDALL**

And when you stock Burson you get

- \* All orders dispatched within 24 hours of receipt
- \* New spot-at-a-glance packs. Easy stock control
- \* All styles—regular and lightweight—meet N.H.S. requirements
- \* New simplified measuring charts for you and your customers
- \* Complete range of attractive point-of-sale material
- \* Now a full range of anklets and kneecaps too



At last - the answer

# no-rash



the **NEW** preventative & treatment  
for nappy rash **plus** big profits  
for you

**Active Ingredients:**

Benzalkonium Bromide 0.01%

Cetrimide 0.5%

In a silicone base

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Price to the Chemist 2/7d.

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Your profit 1/4d. (normal terms)

**Normal Terms** 51.6% on cost

**Bonus Terms** 13 to the dozen (on orders of one dozen), gives 64.1% on cost.

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SERVICES

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From Sweden—the land of beautiful women—comes a completely new and exciting range of beautycare products. CERNITIN facial creams and lotions are top sellers NOW in many European countries. Big Advertising and Clever Display Material will create new profits (40%) for you too! Order your stock now.

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 Return on Investment 52%

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*Each display pack will contain the following items:*

- FREE** ★ Gold-finish Metal Display Stand  
 ★ Coloured Headboard for Stand  
 ★ Coloured Window Showcard  
 ★ Supply fully illustrated Leaflets

**PLUS THE FOLLOWING STOCK:**

	Retail		Retail
6 tubes Day Cream	9/6	6 tubes Face Lotion	9/6
6 tubes All Round Cream	9/6	3 gift packs Day Cream	11/6
6 tubes Skin & Tissue	9/6	3 gift packs All Round Cream	11/6
7 tubes Cleansing Lotion	9/6	3 gift packs Skin & Tissue	11/6

**COUNTER DISPLAY PACK - ORDER**



To: C. D. Renny Ltd. 736 North Street, Guildford, Surrey

Telephone: Guildford 67852

**SEND ME ..... PACK(S) To the following Address**

NAME: .....

ADDRESS: .....

(CAPITAL LETTERS PLEASE)



# PIFCO lead the roller revolution

New Queen Curl  
heated roller hair care  
outfit in handsome  
'take it with you' case.

10 minutes with Queen Curl does more for the hair than a whole uncomfortable night with ordinary rollers!

There are 16 Rollers — in three graded sizes — so the choice of styles is endless and all so quick and convenient.

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**Full Scale Advertising  
in National Press  
pre-Christmas**



**ORDER NOW FROM YOUR WHOLESALERS**



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## STABILISED PURE WHEAT GERM

For NERVES, HEALTH & ENERGY.

Well advertised, Finest Value.

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THE SAFETY FACTOR IN  
EVERYDAY MAKE-UP

Prescribed by the Medical Authorities for over 20 years as the pure and safe cosmetic for sensitive skins

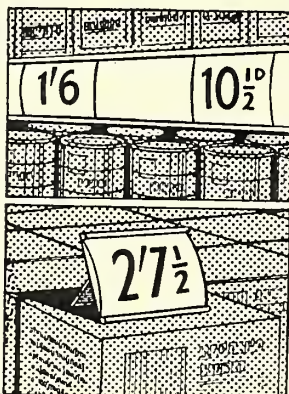
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COLOUR ON  
DISPLAY**

**- the name will  
do the rest!**



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**DUNLOP**

**HOT WATER BOTTLES  
HOT FAVOURITES  
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**A SUPERB PRODUCT  
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Pionier is safe to heart, nerves, kidneys, and digestion. TINS: 50 gr. 3/6, 125 gr. 8/3 and 250 gr. 14/9.

**VERY ATTRACTIVE  
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and **Special Introductory** offer that enables you to offer **FREE SAMPLES** to your customers. Write to Sole Importers: **Inter-Medics Ltd., LETCHWORTH, Herts.**



## **THOVALINE**

for:— **NAPKIN RASH**

### **BEDSORES**

**BEDSORES** can be prevented by applying **THOVALINE** before the trouble starts but if already in existence will help greatly in healing.

### **BURNS**

**BURNS** Unique action. **THOVALINE** is self-sterile, it eliminates pain and is a rapid healer.

### **DERMATITIS**

**URINE DERMATITIS** Excellent healing properties where rash exists and will prevent such trouble occurring if applied beforehand. Offensive odour is eliminated.

Also available in an aerosol pack.

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# C & D

## CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY  
and all sections of the drug, pharmaceutical,  
fine chemical, cosmetics, and allied industries

*Official organ of the Pharmaceutical Society of Ireland  
and of the Pharmaceutical Society of Northern Ireland*

Volume 188

November 25, 1967

No. 4580

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PUBLISHED BY

**MORGAN BROTHERS (PUBLISHERS), LTD.,**  
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Telephone: 01-353 6565

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which includes The Chemist and Druggist Diary and Year  
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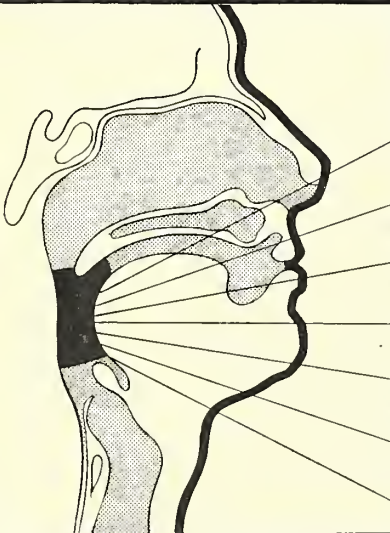


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# Every sore throat lozenge is claimed to be the best.

## Dulsils is proved to be...

(In laboratory tests, it killed 7 common sore throat germs within one minute. See below:)



Time taken to kill micro-organisms				
Organisms	Dulsils	Germicide A	Germicide B	Germicide C
Staphylococcus Aureus	1 minute	Not in 30 minutes	Not in 30 minutes	4 minutes
Streptococcus Pyogenes	1 minute	8 minutes	16 minutes	1 minute
Pneumococcus Type	1 minute	1-4 minutes	4 minutes	2 minutes
Haemophilus Influenzae	1 minute	Not in 30 minutes	Not in 30 minutes	2 minutes
Haemophilus Parapertussia.	1 minute	Not in 30 minutes	Not in 30 minutes	1 minute
Pseudomonas Pyocyanea	1 minute	Not in 30 minutes	Not in 30 minutes	2 minutes
Candida Albicans	1 minute	Not in 30 minutes	Not in 30 minutes	16 minutes

This chart compares actual times taken by Dulsils containing Dybenal with Amyl-meta-cresol and three other commonly used germicidal preparations to kill seven prevalent bacteria, including the powerful micro-organism Candida Albicans. The results show the amazing superiority of the antiseptic ingredients of DULSILS.

**Recommend Dulsils, proved in laboratory tests** to be more effective than leading competitive products. And why? Because Dulsils have a uniquely effective formulation. This comprises 2 powerful bactericides: Dichlorobenzyl Alcohol and Amyl-meta-cresol, which kill all common sore throat germs within 1 minute; and Dextromethorphan, a strong cough suppressant. For really sore throats, the best answer is Dulsils. Lab tests indicate it!

### Recommend Dulsils by name!

In spite of heavy advertising—running now through to the end of March—some of your customers may not yet realise just how effective Dulsils are. Put them in the picture. You'll do them a lot of good. And, incidentally, make yourself a worthwhile profit, too.

**LENBROOK LABORATORIES LIMITED**  
1 Thane Road West, Nottingham. (Tel: 56111)





# C&D

## CHEMIST AND DRUGGIST

Volume 188

NOVEMBER 25, 1967

No. 4580

## Pharmaceutical Production

### BIG RISE IN FIRST SIX MONTHS

THE seasonally adjusted index of production in the pharmaceutical industry in the first six months of the year averaged 226 points, an increase of about  $9\frac{1}{2}$  per cent. over the second half of 1966 and about the same increase over the first half.

For the chemical industry as a whole the index averaged 174 points in the first half which was a rise of  $2\frac{1}{4}$  per cent. over July-December 1966 and  $3\frac{1}{2}$  per cent. over January-June 1966. Imports of the chemical industry increased by 7 per cent. (or £11.6 million) over those in the same period a year ago but medicinal and pharmaceutical products remained unchanged between the periods reviewed.

### Effects of Devaluation

#### MORE ECONOMIC CONTROLS IMPOSED

FOLLOWING the raising of the bank rate from  $6\frac{1}{2}$  per cent. to 8 per cent. on November 18, overdrafts at the bank are now charged an interest rate of  $9\frac{1}{2}$  per cent. or 10 per cent. The higher bank rate was announced by the Chancellor of the Exchequer (Mr. James Callaghan) when he gave the news that the £ sterling was being devalued from U.S. \$2.80 to the equivalent of \$2.40. Among other economic measures announced by the Chancellor as being taken in an effort to control the country's balance of payments were the withdrawal of the selective employment tax rebates for manufacturers, except in development areas; abolition of the export rebate; increase in the rate of corporation tax from 40 per cent. to  $42\frac{1}{2}$  per cent., and a strict watch on company dividends. Banks are being asked to limit advances except to "priority borrowers" like exporters. The Government expects that, when the rise in import prices comes to be reflected in the goods in the shops, the rise in cost of living should not be by more than 3 per cent. Other countries that followed Britain's lead and devalued their currencies include Eire, Spain, Hong Kong, Malta, Fiji, and Israel (in line with the £); Denmark (by 8 per cent.) and New Zealand by an amount greater than the £ sterling putting their new N.Z. dollar on par with the Australian. The commodity markets, most of which reopened on Tuesday (November 21) after being closed at the Government's request, began marking up prices to take account of the depreciated purchasing power of £ sterling.

A statement by the National Chamber of Trade, released on November 20, says: "It is noted that the Government continues to hold up shopkeepers to suspicion on the issue of price increases. It is the Government itself which is responsible almost solely for the price increases over the past year and for those which will certainly arise in the coming months. All should be well aware that devaluation and price increases go hand in hand, and although distribution has done remarkably well in absorbing additional costs brought about by Government action, there is most certainly a limit to possibilities in that direction."

It adds that there is bound to be a reduction in the purchasing power of the £ at home as well as abroad, and urges the Government to "reintroduce incentives for all to work harder, to reduce Government expenditure beyond the scale announced, to make it illegal for anyone to strike during the period of economic trouble," and there is an added plea to the Government "to halt any further nationalisation plans such as those affecting transport."

## Pesticides Code

### ADVICE FOR MAKERS AND USERS

PUBLICATION of a "Pesticides code of conduct," to promote the safe use of pesticides, has been announced by the Joint Association of British Manufacturers of Agricultural Chemicals/Wild Life Education and Communication Committee. The committee represents manufacturers, distributors and users of pesticides, the Ministry of Agriculture, Fisheries and Food and nature conservancy organisations. In the code, the rôle of each sectional interest is set out, starting with the responsibilities of government agencies. The code for manufacturers states that they should provide adequate information to government agencies, first on all relevant properties of a new pesticide before its introduction, second when it is proposed to recommend an existing material for a new use and, third, when reformulation introduces a new or increased hazard. Distributors are asked to ensure that employees are familiar with information on the label and in the literature for each pesticide, that recommendations given to customers are in accord with such information, and that no pesticide is knowingly sold for an unauthorised use. General advice is also given to advisers on pesticides, agricultural and horticultural users and gardeners. Conservationists are told that they should maintain constant surveillance of wild life and report objectively any observed adverse effects of pesticides.



**FAREWELL DUBLIN:** Group at a reception in Dublin on November 11 to Mr. B. Schou Lund (managing director of Leo Laboratories, Ltd., Dublin and London), before his return to Denmark to take up his position as managing director designate of the parent company, Leo Pharmaceutical Products, Copenhagen. From left: Mr. and Mrs. Schou Lund, Mr. L. V. Nolan (director, Leo Laboratories, Ltd.) and Mrs. L. V. Nolan, Mr. G. Colley (Minister for Industry and Commerce), Mr. C. Barnes (chairman, Coras Trachtala), and Dr. J. Masterson (medical consultant, Leo Laboratories, Ltd.).



Copies of the code are being distributed by all the organisations represented on the committee whose address is Alembic House, Albert Embankment, London, S.E.1.

## Overseas Marketing

### NEW STATE CORPORATION FOUNDED

A COMPANY under the chairmanship of Sir Charles Denman to be called Overseas Marketing Corporation, Ltd., is to be formed with Government backing and the help of the British National Export Council to help promote exports by British firms which, because of their size might encounter difficulties in their selling efforts abroad. The equity capital of £100,000 is being subscribed by ten major companies and the loan capital of up to £400,000 will be made available by the Government, it was announced in Parliament on November 2. The scheme has been criticised by the British Export Houses Association. In a statement, the B.E.H.A., claiming to speak for 400 export firms handling at least £1,000m. worth of overseas trade, said export houses of many years' experience were a better vehicle than one more corporate body freshly established with government money or government guarantees—facilities which were not equally available to existing companies. B.E.H.A. believed that successful exporting must remain a matter of private initiative and enterprise and that improvement in export performance could be greatly assisted by reasonable taxation incentives and removal of selective employment tax on export houses.

## Child Welfare

### SUPPLY OF FOODS BY CLINICS

A SUBCOMMITTEE of the Central Health Services Council Standing Advisory Committee has issued a report on Child Welfare Centres (H.M. Stationery Office, price 4s. 3d.). It states that clinics of the future must carry a high reputation of the quality of their work and adds "It is difficult to see how the sale of infant foods does anything to enhance this reputation." The subcommittee considers it need no longer be

a function of the child health clinic to "purvey National dried milk, proprietary infant foods and cereals." If a local authority wishes to continue the sale of such commodities it should do so as a separately organised activity. The subcommittee also recommends that the distribution of medicaments such as iron preparations should be discontinued but it is considered that the "distribution of supplements of Vitamin A, C and D is on a different footing, partly because their take up through other sources might prove inadequate and partly because they are retailed at a lower cost through the clinics than through other channels. The subcommittee therefore considers that their distribution through clinics should continue. The Minister of Health on November 17 sent a letter to all local authorities about steps they might take to enable members of needy families to obtain welfare foods free of charge. The Minister also invited family doctors to encourage expectant mothers and mothers of young children who may be entitled to free supplies to inquire about their entitlement.

## Infant Foods

### PROPOSED EXEMPTIONS

THE Minister of Agriculture, Fisheries and Food and the Minister of Health have issued proposals for regulations to amend the Skimmed Milk with Non-milk Fat Regulations, 1960. The proposed regulations would extend to new products made by Trufood, Ltd., The British Drug Houses, Ltd., and John Wyeth & Brother, Ltd., the labelling exemption currently granted to other similar products. Similar proposals for regulations are being issued by the Secretary of State for Scotland and the Minister of Health and Social Services for Northern Ireland. Copies of the proposals can be obtained from Food Standards Division, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1. Interested parties should forward any comments on the proposals to Food Standards Division by December 29.

## Family Planning

### MINISTER ISSUES A CIRCULAR

IN a circular to local authorities the Minister of Health draws attention to the National Health Service (Family Planning) Act, 1967, which conferred upon local authorities a general power to make arrangements for the giving of advice on contraception and the supply by prescription or directly of contraceptive substances and appliances. The Minister hopes that the Act will provide a "stimulus to further action by the authorities" and he asks them to review the family planning facilities available in their areas. He considers that advice, examination, prescriptions and supplies should be free in medical cases but that a charge "could properly be made for prescription and supply in non-medical cases, at the discretion of the authority."

## Heroin Addicts

### GUIDANCE TO HEALTH AUTHORITIES

THE Minister of Health (Mr. Kenneth Robinson) has given to National Health Service authorities guidance, endorsed by the Advisory Committee on Drug Dependence, on the rehabilitation and after-care of heroin addicts. Among measures it commend are the provision of occupational activities suited to the needs of young addicts, adequate social support and, where appropriate, employment in the community during the latter stages of the patient's stay in hospital. Local health authorities are asked to provide any necessary social support when the patient leaves hospital, and to consider how best to meet the demand for hostel accommodation for addicts not discharged home or placed with a family. There should be full consultation with the patient's family doctor well in advance of discharge from hospital.

## IRISH NEWS

### THE REPUBLIC

## Delays at Portiuncula

### CHAMBER OF COMMERCE PROTESTS

A PROTEST against the current arrangements for compounding prescriptions at Portiuncula hospital, Ballinasloe, for medical card holders who opt for treatment by private instead of dispensary doctors is being sent to the county manager by Tuam Chamber of Commerce. At a recent meeting of the Chamber it was stated that National Health patients in parts of co. Galway must now wait as long as four days before their doctors can be supplied with medicines. Dr. Daniel Maher said it was a disgrace that anybody in pain should have to wait so long for medicines. Mr. P. Kilgarraff, M.P.S.I. (president) said the change had been introduced to cut down on expenses. The county manager was not prepared to have the prescriptions filled by local chemists as he had made an arrangement with the hospital. Dr. Maher referred to the position in co. Donegal where medical card holders were being supplied through community pharmacies. It was up to each county to make a case for itself, he said.

## SALARIES OF HOSPITAL PHARMACISTS

### Details of increments published

FULL details of revised salary scales and rates for hospital and health centre pharmacists, and for postgraduate students, (see C. & D., August 5, p. 111) are set out in P.H. circular No. 44 now published. The scales for pharmacists, with annual incremental points are given below.

Rates for locum tenens pharmacists are as given last week (p. 462). For attendance at late clinics the payment

rate is increased to 18s. 6d. per hour. Part-time pharmacists working six sessions (twenty-four hours) or less per week will be paid at the rate of 59s. 6d. per session of four hours (69s. 6d. where the pharmacist is in sole charge at a hospital not included in the points calculation for a chief pharmacist elsewhere). The rate for postgraduate students is £825 a year plus £25 higher-qualification allowance.

	MINIMUM OR AGE POINT	INCREMENTAL POINTS								
		(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Pharmacist ...	£ 1,087	£ 1,133	£ 1,178	£ 1,224	£ 1,269	£ 1,315	£ 1,366			
Senior pharmacist ...	£ 1,151	£ 1,196	£ 1,240	£ 1,285	£ 1,334	£ 1,385	£ 1,434			
Chief I and deputy IV	£ 1,196	£ 1,240	£ 1,284	£ 1,333	£ 1,382	£ 1,434	£ 1,481	£ 1,530		
Chief II and deputy V	£ 1,305	£ 1,349	£ 1,399	£ 1,448	£ 1,498	£ 1,547	£ 1,596	£ 1,652		
Chief III	£ 1,404	£ 1,453	£ 1,503	£ 1,558	£ 1,613	£ 1,673	£ 1,733	£ 1,799	£ 1,865	
Chief IV	£ 1,454	£ 1,508	£ 1,564	£ 1,619	£ 1,679	£ 1,739	£ 1,805	£ 1,871	£ 1,937	£ 2,008
Chief V	£ 1,574	£ 1,651	£ 1,712	£ 1,778	£ 1,843	£ 1,909	£ 1,980	£ 2,052	£ 2,123	£ 2,195



**IRISH BREVITIES****THE REPUBLIC**

WEST of Ireland Chemists' Association is holding its annual dance in aid of the Pharmaceutical Society's Benevolent Fund at Hayden's hotel, Balinasloe, at 8.30 p.m. on January 10, 1968. Tickets (price £2 each) are available from Mr. J. J. Campbell, Balinasloe.

**THE NORTH**

AN afternoon course on the preparation of eye-drops for pharmacists in general practice is being held at 2.30 p.m. on January 24, 1968 in the department of pharmacy, Belfast College of Technology, Belfast. Fee is 30s. and numbers are being restricted to twenty. Application, in the first instance, should be made to the Head of the Pharmacy Department. No fee should be included with the initial application.

**NEWS IN BRIEF**

THE index of retail prices in October was 119.7 (January 1962 = 100).

NEW premises for the Royal Society at 6 Charlton House Terrace, London, S.W.1, were opened by the Queen on November 21.

A CONSOLIDATED edition of Proprietary Preparations, dated October 1967, has been published by the Standing Joint Committee on the Classification of Proprietary Preparations.

A LEAFLET reminding businessmen of the benefits of industrial free trade in the European Free Trade Association are being distributed by the Board of Trade's E.F.T.A. Information Centre, 1 Victoria Street, London, S.W.1.

A MANAGEMENT group has been formed within the Society of Chemical Industry to advance the knowledge and appreciation of management methods and techniques at all levels in the chemical industry.

MRS. E. J. M. LEIGH points out that she was no longer, at the time she addressed the Nottingham Branch of the National Association of Women Pharmacists (C. & D., November 18, p. 477), a member of the Pharmaceutical Society's Council.

A TWENTIETH edition of "The Ship Captain's Medical Guide," intended primarily for use on ships where no doctor is carried, has been published by the Board of Trade (H.M. Stationery Office, price 30s.). A revised edition of the Merchant Shipping Medical Scales, is in preparation.

THE General Medical Services Committee (Scotland) of the British Medical Association has agreed with its rural practitioners' subcommittee, according to the *British Medical Journal* supplement (November 11), that the time is appropriate to consider the overall "dispensing situation" in Scotland.

**LOCAL OFFICERS****PHARMACEUTICAL SOCIETY BRANCHES**

South Lincolnshire. — Chairman, R. P. Cook. Treasurer, D. Offer. Secretary, Mrs. L. Gratton, Cyfarthfa, 20 Church Green Road, Boston, Lincs.

Finchley. — Secretary, J. K. Wilson, 27 Linkside, London, N.12. (Telephone: 01-456 0553).

**TOPICAL REFLECTIONS**

By Xrayser

**Resolutions**

The interim report of the Council of the Pharmaceutical Society (pp. 476-77), relating to the resolutions passed at the Branch Representatives' meeting in May, indicates that the Council has not been idle in the months that have passed. It is noteworthy that not one out of a score of resolutions has been rejected, though that fact is not altogether surprising, for many of the motions reflected Council policy. The first on the list reads: "That while the system of accepting amendments at the Branch Representatives' meeting is welcomed in many respects, amendments which change the whole sense and purpose of the motion should not be accepted." The Council has agreed, and that procedure is to be followed in future. But it seems to me that, while the intention is admirable, there may be some difficulty in putting it into effect. Who is to decide, and at what point, that an amendment changes the whole sense and purpose of the resolution? If the duty is to fall on the president as chairman, he may be faced with a split-second decision that would defy the quickest wit. At the same time, it could hardly be left to the meeting to decide by vote. I foresee some problems that do not appear on the surface, requiring the wisdom of a Solomon and the strength of a Samson. I note that the resolution to the effect that candidates for Council election should be nominated by not less than ten members has been accepted as a matter of some urgency, and that the by-laws are to be amended to permit of the intention being made effective in time for the election in six months' time. The Council may also wish to take the opportunity of formulating another by-law to make it impossible for there to be a repetition of the situation which permitted a member to seek and secure election to the Council while he was the subject of an unresolved hearing by the Statutory Committee. Your editorial comment on p. 473 on the Committee's decision in relation to Mr. Jacob Levy illustrates that there is a weakness, though those who drew up the by-laws cannot be blamed for not having foreseen the extraordinary circumstances which are now made public.

**New Bottles**

Scarcely a week passes without some reminder that we are on the threshold of a new pharmaceutical era in Great Britain. The metric system looms over us, and bottles are being made available (p. 471) in a number of sizes to comply with the volumes that will eventually be prescribed. There is much to be said for making the bottles distinctive in shape, so that there will be no confusion with the imperial sizes, but I am sorry that the traditional medicine bottle, with its clean, classical line, is to disappear. In the days of my youth I spent a considerable time in mastering the art of wrapping a corked bottle in white demy and sealing the neat folds with red wax. After suffering the wrath and the derision of my seniors, I eventually reached an acceptable standard in their eyes, even if my performance did not match theirs in its immaculate perfection. Now, without having handled one of the new bottles, I wonder if the artistic finish rendered possible by the plane surfaces and the square shoulders will be easily attained. But then I am old-fashioned. It is so much easier to slip the bottle into a bag and use a piece of adhesive material to secure the top. Not for the first time I find myself, like Stanley Holloway's last cabby, an anachronism.

**Celebration**

The handsome illustrated supplement marking the majority, in a sense, of the old-established firm of Macarthy's, conjures up memories of your Annual Special Issue which, for so long, was the delight of the connoisseur. Something of the flavour of its sadly missed attractions appears in "The Story of Savory & Moore," with its catalogue of famous names, both lay and pharmaceutical. It is a wholesome reminder of the levelling process of illness that the "fashionable" also required Seidlitz powders. That particular story is of the highest quality and is surely worthy of having attached to it the name of the author.



## NEW SALARY SCALES FOR PHARMACISTS

### No disparity between the sexes

REVISED salary scales for pharmacists—identical for both sexes—have been agreed by the National Joint Industrial Council for Retail Pharmacy (England and Wales). The rates take effect on January 1, 1968. Other changes that have been agreed concerning the conditions of employment are to operate from April 1, 1968. The annual remuneration of a pharmacist manager or manageress of a business with average weekly sales of £300 or more is to be a basic salary of £1,500 in London and of £1,450 in the provinces, with an increment of £50 in respect of each £100 average weekly sales between £300 and £1,000. Newly qualified pharmacists in retail practice are to receive, during the first year after registration, £1,200 in London and £1,150 in the provinces, and £1,300 and £1,250 respectively during the second year. The new salaries are based on a forty-two-hour week exclusive of meal times.

### Rota Payments Increased

Rota payments are increased from 7s. 6d. to 10s. per hour on weekdays and £1 per hour on "Sundays, weekly short days and customary holidays." The "special time" payments clauses in the agreement have been amended to provide for a minimum payment for four hours' special time at the relevant rate for work done on a customary holiday or a Sunday. The clause defining holiday entitlement is redrafted to refer to working weeks, and the maximum entitlement to a holiday during a holiday season is to be two weeks. After three years with the same employer a further week's holiday is to be granted at the employer's discretion between April 1 and the succeeding March 31 and "divided, at the employer's discretion, into not more than two separate periods." During the year beginning April 1, 1968, the further week's annual holiday is being granted only to those who have completed three years continuously with the same employer before January 1, 1968. The clauses in the agreement concerning payment during sickness are redrafted on the following basis:— After six months to five years with the same employer, sickness payment to be three weeks in any one year. From five to seven years' service, six weeks; from seven to nine years' service, seven weeks; from nine to eleven years, nine weeks and after eleven years, eleven weeks. Sickness payments to be at the minimum N.J.I.C. rates of pay, less sickness benefits under the National Insurance Acts or the National Insurance (Industrial Injuries) Acts.

The principle of deduction of basic sickness benefit and industrial injuries benefit has been agreed. Since October 27, the basic rates for sickness and industrial injuries benefits have been increased as follows:—

### SICKNESS BENEFIT

A single person aged under 18 from 45s. 6d. to 50s.

A married woman supported by her husband from 55s. to 62s.

Any other case from 80s. to 90s.

### INDUSTRIAL INJURIES BENEFIT

A person under 17 67s. 6d. to 80s.

A person aged 17 but under 18 years 101s. 3d.

A person aged 18 or more 135s. to 145s.

The figures for the new basic rates of benefit now replace those in the relevant "payment during sickness" clauses of the J.I.C. agreement for pharmacists and the J.I.C. agreement D.S.A. (1) for dispensers, shop assistants and all other male workers.

In a Press notice accompanying the announcement the Joint Council states that a joint subcommittee of the Joint Industrial Council for Retail Pharmacy (England and Wales) was appointed in May 1966 to review the J.I.C. agreements in detail in the light of present day circumstances and to evolve proposals for a realistic and up to date agreement. The Council completed its consideration of the joint subcommit-

tee's report upon the pharmacists' agreement at its meeting held on June 19 and its proposals for a new agreement were then notified to the Minister of Labour, in accordance with the Government's Prices and Incomes Policy. The Minister has approved the operation of the salary scales of the new agreement from January 1, 1968 but the remaining clauses of the existing J.I.C. agreement for pharmacists will remain in force until April 1, 1968. It is clearly understood by both sides of the Joint Council and by the Minister that many of the amendments, including the amendments to the salary scales, reflect a new approach by the Council and a decision to bring the pharmacists' agreement much more nearly into line with actual conditions in retail pharmacy, and that there is no question of the new agreement justifying increases to maintain a differential where one exists between J.I.C. rates and actual salaries.

## VILLAINS OF THE PIECE

### "Tomorrow's World" puts Pharmaceutical Society in dock

"NEXT year in Britain 2,000 men, women and children will die, accidentally poisoned by tablets now on the shelves in chemist shops. Behind the chemist's counter the pills are dispensed in measured amounts from clearly labelled bottles, but once in the hands of the public pills become anonymous and are no longer easily recognised... Pharmacists are professional men and rarely make mistakes. But in the hands of the public pills can be a menace." That was a promising and accurate statement by Raymond Baxter early in a programme, "The Dangers of Pill Poisoning" in the B.B.C. television programme "Tomorrow's World" on November 15.

"The Ministry of Health, the B.M.A., the Pharmaceutical Society, the governing body of Britain's chemists, recognise the seriousness of the situation."

Thereafter the programme took a turn, not to say a twist. "One solution, coded tablets" was presented as the complete answer, and the Pharmaceutical Society as the villains of the piece.

"After a pilot scheme the makers—a Brighton pharmaceutical manufacturer—were encouraged by the welcome the Ministry of Health gave the code initially. Their expectations were further reinforced by the enthusiastic reception the coded tablets got from family doctors and hospital casualty officers." Then, while wholesale chemists "waited for the high street pharmacists to order coded tablets, the all powerful Pharmaceutical Society reacted." In the *Pharmaceutical Journal*, on February 13, a leader ended:

THE Ministry deserves censure for having allowed, and, indeed, encouraged a single manufacturer to launch in isolation a scheme which, from the point of view of pharmacy, serves only to make confusion worse confounded and which amounts to not much more than a sales gimmick.

"That editorial sealed the fate of the coded tablets. Only a handful of retail chemists placed orders and one by one the wholesalers sent their bulk orders back to the manufacturer."

"Whatever the needs of the country's doctors, Britain's retail chemists were clear their need was to stand firm behind the policy of the Pharmaceutical Society. Since it made its views known two-and-a-half years ago there have been 10,000 further cases of drug poisoning in Britain."

A doctor was called to say, "We need a code now."

Norman Blacow was called to the screen and questioned about Society's current policy.

"Well," he said, "our policy is the same as it has been for many years, and that is to support and encourage any system of tablet identification that will enable prompt treatment to be given in case of overdosage. But with two reservations: the first, that we would not support any method of tablet identification that will enable the patient to identify, contrary to his doctor's wishes, the treatment prescribed for him. And we wouldn't want the patient to be able to relate treatment to disease."

The general practitioner took up the story. "The British Medical Association, the Association of the British Pharmaceutical Industry, and ourselves, are going to discuss our coding with the Ministry of Health in a few weeks' time. If all the bodies are in agreement with this code or a similar one, then there's no reason why legislation in the White Paper, which you mentioned earlier, shouldn't include something about tablet coding, and we should get it in the next three or four years."

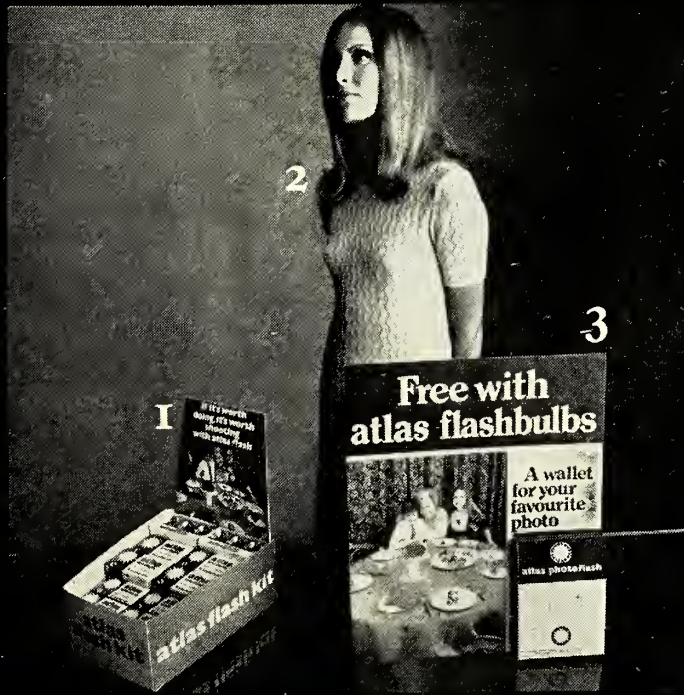
"That's seven or eight years' delay," said Peter Stone, "Don't you think this is a bit slow?"

MR. BLACOW: "Well, it is slow, it's much slower than we would have liked, but not slower than we would have anticipated."

The programme ended with the manufacturer's spokesman saying "We've got a scheme now available," and Raymond Baxter saying "I think we would all agree that's a telling argument."



# Rather special winter offer



1. Your wholesaler will let you have this Atlas flash display box now. It contains 10 packs of 10 AG1B's, 10 packs of 10 Type 1's, 6 packs of 3 Flashcubes. And saves you 10/- on the wholesale price!

2. The girl isn't included in the offer. She's helping us organise it.

3. This display card with 26 photo wallets comes to you free. If you order the special Atlas flash display box.

This winter we're running a special offer. Free photo wallets to give away with every pack of

Atlas flashbulbs you sell. Plus a customer-catching display box containing 26 Atlas flash packs—**at a special reduction of 10/-.**

When a customer comes in your shop he'll see a display box full of Atlas flashbulbs and—right beside it—a display card offering him a free photo wallet if he buys some Atlas flashbulbs.

Think our offer will increase your flash sales?

Well your wholesaler has the display box and free photo wallets in stock now.

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# 'Tyrozets' winter bonus

Once again a particularly generous margin of *extra profit* is offered by the '*Tyrozets*' Winter Bonus.

'Tyrozets' are prescribed by doctors, recommended by pharmacists, and recognised by the public as the preparation which brings rapid relief of mild sore throats. In order to sell every vial at *maximum profit* this winter, ensure your stocks are adequate while bonus terms are available.

'Sucrets'—the ever-popular, antiseptic throat lozenges are also available on bonus terms.

'Tyrozets' and 'Sucrets' are registered trademarks.

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Telephone, Hoddesdon 67123



# Statutory Committee

## REMOVAL OF A NAME "THE ONLY COURSE OPEN"

IN a resumed inquiry by the Pharmaceutical Society's Statutory Committee into the circumstances of a conviction of Pharmaceutics (M/C), Ltd. (superintendent pharmacist Mr. J. Levy) in Manchester on January 12, 1966, for three offences under the Pharmacy and Poisons Act, 1933, concerning sales not effected by or under the supervision of a registered pharmacist (the company was fined a total of £6 with £30 9s. costs) Mr. N. Jarman presented the facts.

Mr. Levy was present and was represented by Mr. C. N. Lees.

MR. JARMAN said that the company and the pharmacist had been before the Committee on two previous occasions in the previous eighteen months.

THE CHAIRMAN: You mean two previous occasions on this set of facts. They are the only occasions he has been before the Committee?

MR. JARMAN replied that the new facts to be considered by the Committee arise from the member's conviction at Manchester City magistrates' court on November 1 this year. Prior to that there was the conviction on January 12, 1966, as that gave rise to a meeting of the Committee on March 15, 1966. Mr. Levy attended a meeting of the Committee on April 25, 1966, giving his explanation of the matters that had been before the Committee on March 15. On that occasion the Committee had adjourned the inquiry for twelve months, telling the Society's inspector that he should continue to visit the company's premises. On May 5 of this year the adjourned hearing had been held. Mr. Levy was not then present, but the inspector had reported on his six visits to the pharmacy during the previous year, and had said that, on certain occasions, Mr. Levy was not present when he went there. On other occasions he had been upstairs while the pharmacy was downstairs. At the end of the hearing the chairman had indicated that Mr. Levy's presence was required.

### More Visits

As a result of that decision the inspector had paid more visits to the premises. On June 12 he had called at 6.15 p.m. and asked to speak to Mr. Levy. The assistant had run upstairs and brought Mr. Levy down. At 9.50 a.m. on Tuesday, July 11, the inspector had called again. He had then been told that Mr. Levy had telephoned a few minutes ago to say he had overslept and would be late; and he [the inspector] had been asked to wait. He had asked if he could go through to the dispensary and been told he was not to, but had explained his position and done so. He had there seen two prescription forms on the bench, bearing the date of that particular day, and had been told that, in accordance with Mr. Levy's instructions, they would not be dispensed until Mr. Levy arrived. Later, as he had waited in the shop, three people had presented prescription forms and been asked to call later.

At 10 a.m. another telephone call had been made, the inspector being then told that Mr. Levy had not been himself since his wife died ten days previously. Mr. Levy had arrived at 10.15 a.m., apologised for being unshaven, and had explained that it was owing to the death of his wife. He had said he was otherwise in perfect health, but under some strain (he was taking sleeping tablets and that was the reason he had overslept that morning).

On September 8 the offence had been committed to which Mr. Levy had subsequently pleaded guilty.

THE CHAIRMAN: This year?—This year; that is to say, since the last adjourned hearing.

### Evidence of Purchase

Mr. Jarman then gave details of the offence. A detective policewoman, acting in accordance with instructions from the inspector, purchased a tube of Veganin tablets, Miss Metcalf, the assistant in the pharmacy, said "I have only been here a week." She had been told by another assistant that she should not sell certain things, but she could not remember which. Later the inspector saw Mr. Levy, who told his assistants in the presence of the inspector that he had warned them not to sell various poisons. The assistants agreed they had been warned but, said Mr. Jarman, clearly they had got somewhat muddled as to "what applied to what."

THE CHAIRMAN: Even if he had told them not to sell certain poisons, that does not absolve him from the responsibility of being on the premises. They should be sold under his supervision. —Of course, and it is no excuse to say: "I told everybody but they disobeyed my instructions," because the danger to the public is inherent in the situation anyway, and it is the very situation one should guard against.

The Society's inspector and the detective police woman then both gave evidence.

MR. LEES then stated:—

The evidence, the facts, already before you, before we get on to the present facts, are indeed formidable in this case. It would be foolish for me on behalf of Mr. Levy to disguise that fact. This is the first time that he has appeared here with legal advice, and he has gone into this matter with his advisers most thoroughly. He instructs me to say at the outset that he wishes to apologise for the trouble he has caused.

THE CHAIRMAN: I think at this stage I should say this, Mr. Lees: looking at the correspondence, I see he has taken the administration here to task for not pointing out that it was essential he should attend. I have no doubt you are fully aware of the fact that we cannot enforce his attendance here, and have no intention of doing so—we have no power to do so—but we are much concerned that we should administer the Act with justice. I am sure you are well aware that we cannot do that

easily unless we hear both sides of the question, and it was really in Mr. Levy's own interests that we arranged that he should come here to say what he had to say in answer to the charges. I hope he will realise that the notice that was sent to him gave him the opportunity to attend, and that he should have realised from the notice that he was attending to some rather serious breaches of the Pharmacy Act. I do not want to say more than that.

MR. LEES: That is my view of the aspect, having regard to what was said on the occasion when he did not in fact appear. He informs me, and I would ask you to accept this, that he did not appreciate, because the notice did not really require him to attend (as you observed, you have no power to force him to do so); and secondly because, although the state of affairs which was disclosed was most unsatisfactory, as you observed subsequently at that meeting, he himself, because he had not been charged with any offence under the Acts prior to being called before the Committee, did not at that time appreciate that it would be, to put it at the very lowest, extremely wise for him to appear.

THE CHAIRMAN: I think all I need say about that is that we were anxious to extend every courtesy to him and that that courtesy was not returned.

Later the chairman said:—"Your client was not prejudiced by his non-attendance. We merely thought that it was discourteous of him not to come, and do not intend now that that should be held against him."

MR. LEES, after saying he was grateful for those remarks, recalled that the business had been founded in 1933 and, until 1941, had been run by Mr. Levy's father. Mr. Levy senior died in 1941, and thereafter managers were employed. In the first thirty years of its existence, namely until 1963, no trouble of any sort had taken place.

In 1963 the first offence had been committed, and the qualified assistant had left rather suddenly.

After that time, Mr. Levy, who qualified in 1932, was obliged to take part in the business during periods when he was unable to get a qualified assistant. That was an unsatisfactory state of affairs, and, in fact, led to the commission of the offences in 1966. Owing to his double business interests (he was also engaged in a business concerning the manufacture of wines) his son, shortly after the Statutory Committee meeting had taken over completely the control of the other side of the business and Mr. Levy was himself concerned with the pharmaceutical side.

### Personal Difficulties

Mr. Lees then referred to Mr. Levy's severe personal difficulties. His wife died on June 26 after suffering from a series of distressing complaints. Mr. Levy freely admitted that he had put his wife's condition, as it were, to some extent before his business, and obviously should not have done so. "I ask



you to accept that a person doing that, if his actions result from that frame of mind, is not as culpable as for some other reasons." Later Mr. Lees suggested that it was not without significance that the most recent offence was committed a matter of two months after Mr. Levy's wife had died, when he was still under severe strain as a result of her death. Dealing with the transaction on September 8 Mr. Lees explained that the reason Mr. Levy had not arrived on time was that he had had to make a call in Manchester and had been delayed by traffic. Unfortunately he lived at the other side of Manchester.

THE CHAIRMAN: But it is no worse there than here in London. You have to make allowances.

MR. LEES: I have explained this to him most precisely. I said to him a short time ago that, if he cannot get to the premises at the time he should be there he must try and leave half an hour earlier. Mr. Levy had now taken steps to obtain a pharmacist, so that, if he did not himself get there early enough in the morning, there would be no lacuna during the period the shop was open and he was absent.

On September 8 he had given specific instructions, and that appeared to be borne out by the evidence. Mr. Lees added "I have asked him about this situation, I said to him that if this sort of situation obtains, the premises should be run in such a way that these sorts of medicines cannot be sold while he is not there. It seems, with respect, to be the only way."

THE CHAIRMAN: I think if you take a strict view of the law, you must not have your shop open for the sale of medicines unless you are present or a pharmacist is present. Having the drugs locked up so that the assistant cannot get at them is not good enough—but it would be some slight precaution.

THE CHAIRMAN: I agree, in the matter of mitigation — in fact he has done that since he discussed the matter. All those drugs which I will deal with in a moment are locked up now, and the only person who has a key is Mr. Levy. But the law requires, as you have already stated, the pharmacist to be there when the shop is open. If he is not, then the shop should not be open. But according to the law, as I understand it, the law does not mean the man has to be in the shop all the hours the shop is open. Occasionally he may be upstairs.

#### Question of Supervision

THE CHAIRMAN: The whole question is, were they being sold under his supervision? — Quite. At any rate, he tells us he will endeavour, if it is at all possible, to employ a pharmacist to cover this sort of situation, or he will either not open his shop until he arrives or, if he finds, over a period of time, that he cannot guarantee getting there for 9 a.m., he will make the opening time a quarter or half past. He does tell me that is what he intends to do.

Mr. Lees pointed out that, since 1963, the offences had been concerned with items such as Hill's balsam and Vegamin. Those articles had not necessarily

to be prescribed. "There are much more serious types of contravention. What in my submission is the serious part of this case is not so much the commission of one offence *per se* but the continuance of the commission of the offence. In my submission, it seems to me the continuance of the offence rather than the actual offence treated in isolation is the really serious part of this case, and this has been explained most carefully to my client."

Mr. Levy had said that, until the past three years, the business has been run satisfactorily. He was a man conscious of his duties. He had certainly been responsible for lapses in the past, but Mr. Lees begged the Committee to accept that they were lapses, and that, at the time those lapses occurred he was under two difficulties: one, the condition of his wife, and two, his difficulty in obtaining another manager. "He is a responsible man. He is, I understand, now a member of the Council, and he was elected some time earlier this year, so he is a man who is interested in his profession as such."

THE CHAIRMAN: Again, if he is a member of the Council and interested in his profession, one would expect him to know the rules by which his profession is covered. — Exactly.

THE CHAIRMAN: And to observe them—I appreciate that, but I put it forward on the basis that Mr. Levy is within his limits a conscientious member in the sense that he is interested in the well-being of the profession as a whole: otherwise he would not have gone to the trouble of having himself elected."

It was a serious matter. "I am asked on this occasion to ask you if, in your courtesy, you will consider on this occasion that this man should not be removed from the Register. I have got to face that, as has been explained, if you were not to remove him from the Register on this occasion, it would certainly be only right and proper that he should be removed if any further offence was committed by him. But I would ask you to say, in all the circumstances, that you will on this occasion allow his registration to continue."

The Committee deliberated *in camera*. Giving the Committee's decision THE CHAIRMAN said: Mr. Lees, the Committee have given anxious consideration to this case, as you would expect it might have to in a case of this kind, but they have come to the conclusion that the time has come to take a serious step in the matter.

The facts as they appear to the Committee are these. Your client first committed, in 1963, an offence against the Pharmacy Act, in respect of which he was prosecuted in the Manchester City magistrates' court. Nothing was done by this Committee except, I think, to send him a warning on February 5.

Then, on October 19, 1965, a further offence was committed in the sale of Part I poisons without supervision by a pharmacist. That complaint came before this Committee — a complaint against Mr. Levy in person and against his company, Pharmaceuticals (Manchester), Ltd. — on March 15, 1966. That was adjourned until April 25, 1966, because Mr. Levy was not pre-

sent, and then the matter was heard. There was no doubt about the conviction. Therefore there was no doubt that there had been a breach of the Act of Parliament, but the Committee decided that, in the circumstances, Mr. Levy and his company should have the opportunity of rehabilitating themselves, and the matter was adjourned for twelve months. On May 5, the case was restored to the list, the twelve months having expired, Mr. Levy did not then see fit to attend, for reasons which may or may not be good enough, and therefore the case has come before this Committee today.

#### Another Fine

On September 8, 1967, a further offence was committed in respect of which Mr. Levy or the company, having pleaded guilty, was fined £20. That again was a case where a Part I poison had been sold not under the supervision of a registered pharmacist.

We are aware that Mr. Levy is a member of the Pharmaceutical Society's Council, and we regret very much that offences of this kind should have been committed by someone who is a member of the Council, but that is not within the province of this Committee to consider. We are concerned to protect the public against breaches of the Pharmacy Acts. In the circumstances, we have come to the conclusion that the only course open to us is to order the removal from the Register for a period of one year of the company, Pharmaceuticals (Manchester), Ltd., as authorised sellers of poisons and to remove the name of Mr. Levy from the Register of pharmaceutical chemists. You will be able, of course, to advise him as to any steps he may care to take (either to appeal or subsequently to apply for his name to be reinstated). I think it is only proper to say that no early application for reinstatement will be considered favourably by this Committee.

The removal of the company's name as an authorised seller of poisons would be for the period of twelve months, because the Act said that a period must be specified.

*Other cases next week*

## BUSINESS CHANGES

S. SIMMONDS, LTD., 91, Acton Lane, London, N.W.10, have acquired the six pharmacies trading as Albermarle Chemists, Ltd.

SHIPSTONES CHEMISTS, LTD., are transferring their head office to 293 South Road, Walkley, Sheffield, 6, and ask that correspondence be directed to that address in future.

E. C. de WITT & CO. LTD., in association with Potter & Clarke, have appointed Mr. R. A. Stephenson their Northern area manager. Mr. G. Gregg has now been appointed representative in Yorkshire following Mr. Freeth's retirement. A newly formed territory of the Northern English counties and Southern Scottish counties will be covered by Mr. J. A. Humble.

PHARMACIA (GREAT BRITAIN), LTD., are moving to new accommodation at Paramount House, 75 Uxbridge Road, London, W.5 (telephone 01-579 0102) on November 28.



## IN PARLIAMENT

By A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

MOVING the second reading of the Consumer Protection Bill in the House of Lords, on November 14, LORD WINTERBOTTOM (Parliamentary Secretary, Ministry of Public Building and Works) said it would prohibit all those deceptions concerning goods and services which, for the consumers' protection, deserved to be treated as criminal offences. The definition of trading in misdescribed goods had been widened to cover methods of disposal that were not in the strict sense of the word "sale." The Government proposed to establish that an oral misdescription should be an offence. That proposal would not be universally welcomed, but the Government so far remained firmly convinced that any difficulties were far outweighed by the importance of establishing the principle that a misdescription by word of mouth was every bit as reprehensible as a misdescription in writing. The Government was also proposing to ensure that misdescriptions of advertisements were brought adequately within the Bill's control. People ordered branded goods on the strength of what they had been told by an advertisement on television or in the national Press. If such advertisements were false, the provisions of the Bill would make it possible to deal with them accordingly. One effect of the Bill would be to repeal the Merchandise Marks Act, 1926, which, among other things, enabled orders to be made requiring indications of origin. Such orders as had been made under that Act would continue temporarily in force in accordance with Clause 40 of the Bill. The terms of the enabling powers in Clause 8 were wide enough to enable orders requiring origin marking to be made, subject to the rather different criteria specified in that clause and to the non-discriminatory provisions of Clause 10, which better reflected the country's international obligations. The Bill proposed specific provisions to deal with dual pricing. It was not the Government's intention to inhibit genuine price reductions. What they were trying to stop was the false or exaggerated claim about such reductions—the claim that the price had been reduced when in fact it had not, or that the price had been reduced appreciably when it was only a trifling cut, and so on; and also certain deceptive practices whereby a customer might be deceived into thinking that goods were being offered more cheaply than they really were. For the first time the Bill brought certain statements about services within the scope of this legislation. Care had been taken to frame the clause so that it would bite only on those who deliberately or recklessly misdescribed the services they were in a position to offer. Clause 15 expressly banned the importation of goods bearing false or misleading indications of origin. There were provisions enabling trade-mark proprietors to enlist the help of H.M. Customs to prevent the entry of goods bearing their marks without their authority. LORD DRUMALBYN said that retailers felt that

the Bill, as drafted, exposed them unfairly to prosecutions. Retailers could not be expected to know whether a statement on a manufacturer's tag was true. They felt that it should not be possible for someone to take them to court and make them prove what was perfectly obvious—that they did not know and could not with reasonable diligence have ascertained that the statement was untrue. There had been a good deal of misgiving in trade circles about the advertisement provisions. One could not say much about a product in a 30-second television "commercial" and to prescribe what was to be said would mean filling up quite a bit of that 30-second period. He asked for an assurance on how it was intended to use the power. The Bill was given a second reading and now enters its Committee stage.

### Foot-and-Mouth disease

In a written reply to MR. W. J. BIFFEN on November 16 MR. FRED PEART (Minister of Agriculture, Fisheries and Food) said that the rapid spread of the current outbreaks of foot-and-mouth disease was due to the highly infectious nature of the virus and to the density of stocking in open fields. There had been no evidence of mechanical transfer by humans or vehicles. The virus could be wind-borne or carried by birds and wild mammals. It was the most severe epidemic since the Gowers Committee reported against vaccination in 1954. Nothing that had occurred in the present epidemic had convinced him that such partial control as could be secured by vaccination would be preferable to eradication by slaughter.

MR. PEART informed Mr. Elystan Morgan on November 20 that the cost of vaccinating all animals in the United Kingdom that were susceptible to foot-and-mouth disease, using trivalent vaccine once a year would be about £10-15 million. In the first year of a vaccination programme it would be necessary to vaccinate twice at a cost of £20-30 million. Later he said the current cost was 3s. a dose.

### Committee on Drug Dependence

MR. MARCUS LIPTON wanted to know when the subcommittee of the Advisory Committee on Drug Dependence would be publishing its report on problems associated with "soft drugs." MR. ROY JENKINS (Home Secretary) in a written answer on November 16, said he understood that the Committee hoped to submit a report "early next year."

### Wrongly Labelled

MR. T. V. N. FORTESCUE asked the Minister of Health on November 20, whether he had yet received an assurance from the Dublin company that they had withdrawn from circulation the batch of drug labelled ampicillin but known to contain not ampicillin but penicillin V. MR. JULIAN SNOW (Parliamentary Secretary) said "Yes. The firm disputes the reported analysis but has informed me that each pur-

chaser has been asked to return remaining supplies of the batch concerned and that these are being sent to independent analysts."

### Smuggling of Animal Medicines

MR. MILLS asked the Chancellor of the Exchequer how many cases of animal medicine smuggling had been investigated and with what results. MR. HAROLD LEVER (Financial Secretary) in his reply said that several allegations had been investigated but no cases of smuggling had been detected.

## LEGAL REPORTS

### Sold from Stall

"As far as I can see the Pharmaceutical Society want their cake and to eat it as well, because it is a ridiculous law," a man told the Mansfield borough magistrates' court recently. The man had sold medicines at Mansfield market when he was not a person authorised to sell poisons or a medical practitioner. Stanley Haydn Broughton, Moss Cottage, Church Lane, Cossall, Notts, pleaded guilty to two offences under the Pharmacy and Medicines Act, 1941, and was fined a total of £4 and ordered to pay £12 costs. Mr. P. St. John Howe, prosecuting, told the court: "Sales from market stalls tend to have a disadvantage in that the very delicate substances contained in medical preparations are liable to damage from the effect of strong contrasts of heat and cold and bad weather." Broughton told the magistrates that, since he sold such things in his shop, he thought he was entitled to sell them. "I didn't know there was such a ridiculous law until it came to my ears through rumour that these things were not for sale on the market."

### Charged with Possessing LSD

A FURTHER two people faced charges at Bow Street, London, magistrates' court on November 20 in a case in which seven others appeared on remand. Six of the accused were granted bail. The other three were remanded in custody. At an earlier hearing (see *C. & D.*, November 18, p. 465), it was stated that drugs said to be worth about £250,000 on the illicit market were involved. Appearing for the first time were Abdool Alli, self-employed, London, N.8, and Mohammed Hassan Ally, a dispenser, London, N.17, who were charged with unlawful possession of LSD. They were remanded in custody for a week. Three of the accused were allowed bail until December 4. Bail for two of them was set at £5,000 in their own recognisance, with a surety of £5,000 each. They were P. A. Boyce, London, N.12, and Harry Nathan, London, S.W.3, who were charged with possessing LSD. The third person was J. S. Pendry, London, N.W.6, charged with possessing four ampoules of Methedrine, whose bail was set at £200 in his own recognisance, with a further surety of £200. Victor James Kapur, pharmacist, Woodside Park, was further remanded in custody until November 27, charged with possessing a quantity of LSD on November 12. Opposing bail, a police officer said "Serious incidents



might occur if he was released on bail." Further remanded on bail until December 4 were Lawrence Fairbrother, Hendon, charged with possessing Durophet capsules; F. A. Fairbrother, Harlow, Essex, charged with receiving 107 Durophet Spansules knowing them to have been stolen, and Bernadette Whybrow, North Kensington, charged with possessing LSD. Bail was continued at £100 in their own recognisance Whybrow was also asked to provide a further security of £100.

#### Writ Not Served In Time

THE parents of a five-year-old "thalidomide" boy, born without hands, were barred by the Court of Appeal, London, on November 17, from suing for damages the manufacturers of the drug. The Court ruled that the parents' solicitor (Mr. Leo Abse, M.P.) had failed to serve the writ in time. Lord Denning (Master of the Rolls) said "I do not wish anyone to think that the court by this decision is depriving the parents, or their child, of any rightful claim to damages. If this solicitor had been at fault, it seems to me he or his in-

surers have to answer for it." Mr. Abse said afterwards "The matter will undoubtedly be dealt with by my insurers, so there will be no question that these plaintiffs will be at any disadvantage as against the unfortunate parents of similar children." The parents (Mr. and Mrs. Osborne, Pontypool), and their son, Michael, started proceedings against Distillers Co., Ltd., Distillers Co. (Biochemicals), Ltd., and the family doctor, Dr. J. B. Fitzsimons, Pontypool, alleging negligence in connection with the drug. During the hearing Mr. John Wilmers, Q.C., for the manufacturers, said that more than seventy writs had so far been served in England and Wales in thalidomide cases. The figure might well rise to well over 100 if the appeal before the court were allowed. Revealing that negotiations were taking place concerning a possible settlement of the cases, Mr. Wilmers said "I do not see how we can settle when one simply does not know how many more of these claims might be lurking about. If the pending thalidomide actions went to court, and eventually reached the

House of Lords, the legal costs alone might be in the region of £250,000. The Osbornes were appealing from a decision of Mr. Justice Chapman, who had reversed a registrar's order allowing an extension of time for service of the writ. Mr. Justice Chapman had then said that he did not think there was adequate reason for depriving the defendants of the benefit of the Statute of Limitations. Lord Denning, who sat with Lords Justices Diplock and Salmon, made an order for costs against Mr. and Mrs. Osborne, but directed that it should not be enforced without further order of the court. Mr. Charles Lawson, Q.C. for the Osbornes, told the court that Mr. Abse was anxious that no costs should fall on them.

### COMPANY NEWS

Previous year's figures in parentheses

**WILLIAMS (HOUNSLOW), LTD.**, are to be acquired by Morton International, Inc., Chicago, U.S.A.

**JOSEPH CROSFIELD & SONS, LTD.**—Messrs. R. W. Lowe and A. Vickery are to join the board as vice-chairman and as an additional marketing director respectively, as from December 1.

**PFIZER GROUP.** — Mr. Philip Colebrook (chairman of the Group in the United Kingdom), has been elected a vice-president of Pfizer International. He retains his position as chairman of the U.K. Group, and will remain in charge of the U.K. management centre.

**E. R. SQUIBB & SONS LTD.**—Dr. G. R. Daniel has been appointed medical director of the company. He succeeds Dr. B. Cromie (medical director for Squibb Northern European region who in the past has been responsible also for the U.K. company). Dr. Daniel is vice-chairman of the Association of Medical Advisers in the Pharmaceutical Industry.

**RECKITT & COLMAN HOLDINGS, LTD.**—Group profits for 1967 are expected to be similar to those of 1966. Sales were £2m. higher at £58.1m in the six months to June 30 and the profit, before tax, was £5,640,000 (£5,770,000 in the same period of 1966). The sales figure for the whole of 1966 was £113.4m, and pre-tax profit £11.89m. Mr. B. N. Reckitt (chairman), attributes the lower profit to the squeeze, difficulties still unresolved in the United States, and the disturbed political and economic state of India. He says that those factors offset improvements in other parts of the business. An unchanged interim dividend of 7 per cent. is declared.

### PERSONALITIES

**MR. W. E. NORMAN DAVIES** is retiring from the Kleinfert Rubber Co., at the end of the year, after more than thirty-seven years' service. Mr. Davies joined the company as their London representative in the "old Warwick Lane days" and became sales manager eighteen years ago.

**MR. L. M. SPALTON, B.Pharm., F.P.S.** (chairman, Sterling-Winthrop Group, Ltd.) has been elected a member of the council of the newly formed Council of Industry for Management

## MODERNISING MEDICINES LEGISLATION

### Sir Alan Wilson's comments in Glaxo's annual statement

IF the intention of the White Paper on medicines legislation is given legislative effect, there is little doubt that it will result in a consolidation and a modernisation of British law relating to drugs and medicines that will bring our practice closely into line with similar controls developing in overseas markets," states the chairman (Sir Alan Wilson) in his annual statement. On the Sainsbury Committee report Sir Alan says that the recommendation on the abolition of brand names in conjunction with the provisions of the patent law could be "fatal to the ability of British companies to finance research for new drugs." Also the wide powers of the proposed Medicines Commission would centralise decisions not only about quality, name and number of prescribable drugs but on what could be spoken or written about them. As previously announced (*C. & D.*, October 14, p. 355), sales to external customers in year ended June 30, totalled £69.8m. (£63.6m.). The full account now published shows combined exports by the operating companies amounted to about £14.5m. Home sales increased by almost 2 per cent. to £23.9m., while sales of the overseas operating companies were up 13.9 per cent. to £32.7m. Direct exports from the U.K., excluding overseas operating subsidiaries, rose 15.8 per cent. to £13.2m. Sales by VESTRIC, LTD., increased slightly to £35.5m., but rising costs, including selective employment tax, adversely affected profits and the pre-tax balance due to Glaxo fell from £590,000 to £490,000. External sales in Europe, the Middle East and Equatorial Africa expanded and totalled £19.3m., while those in Asia were £16.5m. (£14.1m.). Exports to the U.S. and external sales of the group companies and their subsidiary undertakings in Canada, Australia, New Zealand and South Africa advanced by 12 per cent. to £8.3m. The review of the group activities also shows that 49 per

cent. of the sales of GLAXO LABORATORIES, LTD., went overseas and 20 per cent. arose from National Health Service prescribing. Sales by ALLEN & HANBURY, LTD., continued to expand and higher costs were largely absorbed by increased efficiency. Following the transfer of the wholesaling activities to Vestric, Ltd., EVANS MEDICAL, LTD., has been concerned mainly with production.

The Group's formal offer for the remaining capital of B.D.H. Group Ltd., not already owned by Glaxo was issued on November 16. The terms of offers for the Preference stock and the balance of the Ordinary stock are: For each 5½ per cent. B.D.H. cumulative Preference stock unit of £1, holders will get 17s. 6d. nominal of 6½ per cent. unsecured loan stock 1985-95 of Glaxo Group (ranking for interest from October 1; for every five Ordinary stock units of 5s., two Glaxo ordinary shares of 10s. each plus £2 15s. nominal of 7½ per cent. unsecured loan stock 1985-95 (ranking for interest from November 1. The Ordinary shares of Glaxo Group will not rank for the final dividend of 12 per cent. less tax, recently recommended and they will be allotted after the scrip issue of 1 for 4, already announced, has been effected. They will therefore carry no rights to the scrip issue. The value of Glaxo's intended offer for the B.D.H. ordinary stock varies daily with the market price of Glaxo ordinary stock. On the day before Glaxo bought Mead Johnson's 35 per cent. holding in B.D.H. (*C. & D.*, November 4, p. 419), the value worked out at 31s. 6d. per B.D.H. unit; by the time the offer for the remaining 65 per cent Ordinary was made public the value was just over 34s. 6d. The directors of B.D.H. Group, Ltd., are to recommend acceptance of the offers.

The Board of Trade are not to refer the merger to the Monopolies Commission.



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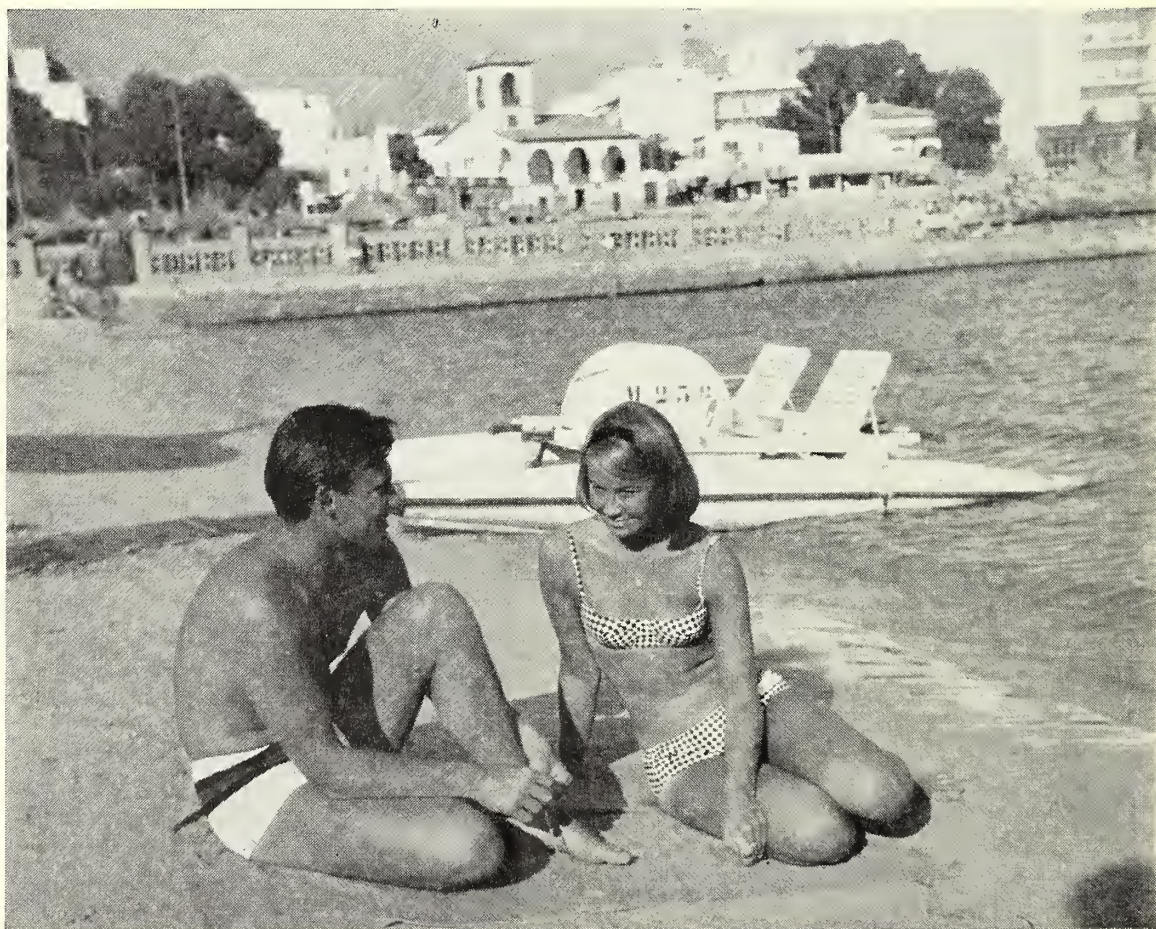
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<b>3-Hands (1227 THP)</b> disinfectant 1gall 13 0ea — 16 6 <b>No. 89 For Men (468 F) existing entry</b> <b>No. 89 For Men (468 F)</b> after shave lotion — — 11 9 brilliantine — — 11 9 oil — — 11 9 solid — — 8 6 deodorant — — 8 0 hair cream — — 9 0 lotion — — 11 9 pre-shave lotion — — 11 9 shampoo cream — — 16 9 shaving cream — — 6 9 lather tube — — 9 0 brushless jar — — 10 9 bowl tube — — 9 0 talcum — — 12 3 toilet soap (3) — — 8 6 toilet water — — 15 0 — — 30 0 — — 50 3 — — 93 9									
<b>4711 (113 5 &amp; B)</b> eau de Cologne atomiser No. 9810 152 0 42 0 22 6 <b>AAA (61 APC) †</b> throat spray 6 0ea — 9 0 <b>Actifluor 3-18 (1341 Willows)</b> toothpaste 44 7 12 3½ 6 0 <b>Adabee (1071 Robins)</b> capsules 100 35 4ea — 53 0 <b>Ad. A. M. (1091 Rybar)</b> mixture 4oz 45 0 12 5 6 8 <b>Adcortyl (1176 Squibb) T5</b> tablets 2mgm 500 2/8 2ea — 327 3 <b>Adcortyl-E (1176 Squibb)</b> <b>Agfa (16 AGL)</b> films Isopan F and 155 127 — — 4 2 120 — — 4 2 620 — — 4 2 35mm cassette 20 exp — — 6 4 36 exp — — 8 3 Rapid F17 — — 5 0 Record 120 — — 5 5 35mm cassette 36 exp — — 10 10 <b>Aigrette (Valois (1446 Pearmoss))</b> perfume small 11 9ea 3 2½ea 21 0 medium 19 6ea 5 4½ea 35 0 large 117 0ea 32 2ea 210 0 <b>Akineton (86 Barclay)</b> tablets 50 16 1ea — 24 1 tablets 250 73 10ea — 110 9 tablets 20 — — — — 200 — — — — <b>Aladdin (24 ALAD)</b> vacuum flasks Escort 16oz — — 8 6 32oz — — 13 8 Wide Mouth 16oz — — 14 1 32oz — — 17 11 Continental 16oz — — 8 11 32oz — — 14 4 Pitcher 32oz — — 29 9 refills for Escort, Continental and Dura-Clad 16oz — — 4 9 32oz — — 8 0 <b>Albamycin (1263 Upjohn) T5</b> tablets 250mgm 100 180 0ea — — <b>Albamycin T (1263 Upjohn) T5</b> capsules 250mgm 16 14 8ea — — 100 88 0ea — — paediatric 60mils 8 5ea — — <b>Alcotest-80 (1545 Vestric)</b> breath analyser kit 48 0ea — 60 0									
<b>Allegron (378 Dista)</b> tablets 10mgm 25 <b>Allenbury's (34 A &amp; H)</b> malt extract 1 lb 42 9 — 4 9 2 lb 79 6 — 8 10 with c.l.o. 1 lb 42 9 — 4 9 2 lb 79 6 — 8 10 <b>D</b> bitterscotch flavour — — — — pastilles — — — — blackcurrant 2oz 20 0 3 4 2 6 1 lb 9 9ea 1 8ea 14 8 <b>Alupent-Sed (154B) †s4A</b> (distributors 501 Geigy) tablets 50 10 6ea — 15 9 250 47 6ea — 71 3 <b>Ambassador (1375 ATPL)</b> after-shave plastic pack — — — — Cologne for men, plastic pack — — — — deodorant aerosol — — — — pre-shave plastic pack — — — — shave bowl refill — — — — bath cubes — — — — deodorant stick — — — — <b>D</b> <b>Ambodryl (938 PD) †57</b> elixir 80oz 36 8ea — 55 0 <b>D</b> <b>Ammident (1178 Stafford)</b> toothpowder <b>Amokole (781 Lusty's)</b> tablets 50 21 0 5 9 3 1 125 48 0 13 2½ 7 6 <b>D</b> <b>Ampiclox (1393 BRL)</b> <b>Ampiclox Neonatal (1393 BRL) T5</b> <b>Anapax (1053 Rexall)</b> sore throat spray 7-5gm 55 6 15 3 7 11 250 101 4ea — 152 0 <b>André Philippe (48 AP)</b> shampoo lacquer remover 28 11 9 3 2½ 1 9 <b>Andrews (976 P5 &amp; T)</b> liver salts 4oz 19 9 5 2 2 7 8oz 33 8 8 10 4 5 10oz 42 6 11 0 5 7 diabetic 8oz 35 9 9 4 4 9 <b>I</b> <b>Animalintex (1073 Robinson)</b> poultice dressing 10 39 2 10 10 6 4 <b>An-Skels (1152 5K)</b> 2oz 19 0 — 2 3 <b>D</b> <b>Antex (747 Leo)</b> <b>Anusol HC (1310 WW) T5</b> ointment 15gm 122 0 — 15 3 10gm — — — — <b>Apple Blossom (596 HR)</b> deodorant spray 2422 — — 9 6 <b>D</b> dusting powder drum 3206 — — — — 4207 — — — — dusting powder drum with puff 3208 — — 17 6 spray bottle 2312 — — 9 6 skin perfume 3002 — — 14 6 3004 — — — — <b>D</b> <b>Aqua Velva (1524 Chembro)</b> after-shave lotion 142cc 41 0 11 3 5 6 <b>Argotone (1077 Rona)</b> nasal drops 20mils 31 0 8 4 4 2 <b>Arthene (802 M5)</b> 1oz 22 0 6 0½ 3 3 4oz 37 0 10 2 5 6 16oz 13 6ea 3 8½ea 23 1½ <b>Aspro (893 Nicholas)</b> 20 31 4 8 0 2 0 (2doz) (2doz)									
<b>Assugrin (1493 Zyma)</b> Fullsweet cubes 100 31 6 — 3 6 <b>Atkinson (76 Atkinson)</b> English lavender 21cc 44 1 11 10 6 6 Gold Medal eau de Cologne 41cc 71 3 19 1 10 6 82cc 132 4 35 6 19 6 143cc 203 6 54 7 30 0 317cc 390 0 104 7 57 6 654cc 746 0 200 0 110 0 watch flask 20cc 40 9 10 11 6 0 soap toilet 2½oz 17 0 4 7 2 6 bath 5½oz 24 10 6 8 3 8 <b>A toi (76 Atkinson)</b> parfum de toilette 82cc 91 7 24 7 13 6 perfume purse 54 3 14 7 8 0 1oz 91 7 24 7 13 6 1oz 169 8 45 6 25 0 talcum A/AH 49 2 13 2 7 3 talcum 100gm — — — — <b>D</b> <b>Atromid-S (649 ICI)</b> capsules 500mgm 50 23 6ea — 35 3 250 110 0ea — 165 0 500 206 0ea — 309 0 <b>D</b> <b>Aureomycin (746 Lederle)</b> capsules 50mgm 25 <b>Avazyme (369 DL)</b> (distributors 1545 Vestric) <b>Azostix (843 ML)</b> reagent strips 25 45 0ea — — <b>Baghari (Piquet (1446 Pearmoss))</b> perfume ½oz 15 0ea 4 2ea 26 6 1oz 34 0ea 9 5ea 60 0 ½oz 44 3oz 12 3ea 79 6 1oz 71 0ea 19 7ea 126 0 2oz 106 6ea 29 4ea 189 0 <b>Balmain (1052 Revlon)</b> Monsieur Balmain soap toilet (3) 128 6 35 4 19 6 bath (3) 197 9 54 4½ 30 0 <b>Bandit (Piquet (1446 Pearmoss))</b> perfume ½oz 15 0ea 4 2ea 26 6 1oz 34 0ea 9 5ea 60 0 <b>Banshee (67 Ashe)</b> insect powder 24 6 — 2 11 <b>Belle (de Rauch (1446 Pearmoss))</b> perfume ½oz 35 6ea 9 10ea 63 0 1oz 59 6ea 16 5ea 105 0 1oz 95 0ea 26 2ea 168 0 2oz 142 0ea 39 1ea 252 0 4oz 212 0ea 58 4ea 378 0 toilet water 2oz 23 6ea 6 6ea 42 0 4oz 41 6ea 11 6ea 73 6 8oz 65 0ea 17 11ea 115 6 16oz 118 0ea 32 6ea 210 0 for men 2oz 16 8ea 5 0ea 30 0 4oz 25 6ea 7 1ea 45 0 8oz 39 6ea 10 11ea 70 0 16oz 65 0ea 17 11ea 115 0 <b>Benadryl (938 PD) †57</b> powder ½oz 26 8ea — 40 0 <b>Benoids (1152 5K)</b> 2oz 15 6 4 3½ 2 3 <b>Benzac (1335 Wigglesworth)</b> pastilles 18 0 — 2 6 <b>Berkmycen (117 BPL) T5</b> capsules 250mgm 16 4 11ea — 7 5 100 28 0ea — 42 0 1000 248 4ea — 372 0 tablets 16 4 11ea — 7 5 100 28 0ea — 42 0 1000 248 4ea — 372 0 <b>Berkomine (117BPL) †s4B</b> tablets 25mgm 50 9 5ea — 14 2 200 36 4ea — 54 6 1000 169 5ea — 254 2 <b>Betnesol (518 Glaxo)</b> ointment									

the original half-volume, ideally balanced, TRIPLE ANTIGEN

## TRIVAX

\* DIPHTHERIA

\* TETANUS

\* WHOOPING COUGH



BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON



D	Betnesol-N (518 Glaxo)				Canotier (Valois (1446 Pearmass))				Coronette (563 Hampshire)										
	cream				perfume	small	11	9ea	3	2½ea	21	0	lacquer refill	13	6½	3	8½	1	10
D	Bint El Sudan (1538 Marcos)								Coty (301 Coty)										
	perfume					medium	19	6ea	5	4½ea	35	0	highlighter gold						
						large	117	0ea	32	2ea	210	0							



D	Dianimol (376 Dimol)				Dulcodos (154 B)				D Eylure (443 Eylure) existing entry			
	(distributors 1023 Radiol)				(distributors 501 Geigy)				Eylure (443 Eylure)			
	1oz	15	9	4 4	2 3	20	54	0	6 9	brush No. 3	40	0
	4oz	40	0	11 0	5 6	200	39	6ea	59 3	brush on make-up	111	0
										set	30	6
										clean'n curl kit	57	6
										cosinda	15	10
										naifile boards (5)	22	0
										standard size	6	1
										(10x5)	3	10
										contour blending	15	10
										brush	57	6
										cosmetic pencils	15	10
										5in	23	6
										7in	26	6
										cosmetic sponge	14	6
										Disguise	111	0
										eyelash applicator	20	0
										eyelashes	—	—
										goldline	205	0
										silverline	205	0
										waterproof	84	0
										eyelashes self-	—	—
										adhesive	—	—
										natural daytime	116	0
										medium close	124	0
										close	132	0
										3D coquette	140	0
										3D sophisticate	168	0
										3D mannequin	200	0
										eyelashes sable tone	148	0
										two star	140	0
										three star	168	0
										double outer	—	—
										fringe	200	0
										eyelashes natural	—	—
										fur	—	—
										discreet trim	124	0
										long trim	140	0
										eyelashes jewelled	—	—
										natural fur	145	0
										close R.T.	168	0
										sable two star	189	0
										sable tone	189	0
										Eylight	52	0
										eyeliner brushes	—	—
										red sable standing	44	0
										red sable contour	44	0
										red sable folding	57	6
										Eymatic mascara	60	6
										refill	35	0
										refill	9	8
										finger nails regular	84	0
										slimline	100	0
										longline	100	0
										fixative self-adhesive	16	0
										Hairlites	60	0
										Lashclens	3	4
										Lashcurl	11	6
										Lashfix standard	16	0
										large	28	0
										lipbrush	40	6
										lip liner pencils	26	6
										Liqualer	40	6
										Liqualer and eye	—	—
										make-up remover	31	6
										Lovlinail	33	6
										Mend'a nail	68	0
										Model Eyes	125	0
										Nailfix	20	0
										remover	32	0
										nail polish remover	28	6
										red sable brush	—	—
										No. 1	30	0
										No. 2	34	0
										Shadobrow	85	8
										Shadoliner	37	0
										Shadomatte	37	0
										Shadostick	45	6
										three-in-one brush	57	6
										three to get ready	84	0
										Farina, Johann Maria (592 Gorney)	—	—
										Farinets (97 Bayer)	—	—
										lozenges tube 20	23	0
										Farlene (448 Farleys)	—	—
										8oz	33	6
										(2 doz.)	—	—
										Farleys (448 Farleys)	—	—
										rusks	17	7
										(2 doz.)	16	9
										family pack	24	10
										Fennings (1307 Waterhouse)	—	—
										gripe mixture	17	9
										Feraspartyl (346 Dales)	—	—
										tablets	30	6
										100	16	0ea
										40	—	—
										Ferromyn (218 Calmic)	—	—
										"B" elixir	20oz	17
										elixir	40oz	—
										"B" elixir	40oz	—
										Ferybar (1091 Rybar)	30	0
										Fidji (Laroche (1415 Parim))	—	—
										eau de toilette	2oz	—
										4oz	—	—
										8oz	—	—
										perfume	1oz	—
										2oz	—	—
										1oz	—	—
										2oz	—	—
										de luxe	2oz	—
										atomiser	1oz	—
										refill	1oz	—
										soap (1)	—	—
										soap (3)	—	—
										talcum	—	—



[illegible]



[illegible]



[illegible]

<b>Noa Noa (596 HR)</b>				<b>D Pandora (1590 Setatome)</b>				<b>I Princess d'Albret (1145 Sirex))</b>			
dusting powder				<b>I Pandora (540 GE5)</b>				parfum creme			50 0
with puff 7208	—	—	19 6	<b>Pantheric (938 PD)</b>				perfume natural			65 0
spray bottle 7212	—	—	10 6	<b>D compound, pack of 25</b>				spray			
perfume skin				<b>D Papaverine (86 Barclay)</b>				<b>D Pristacin (623 HP)</b>			
spray bottle 7002	—	—	16 6	<b>Paracodin (86 Barclay) sDDI</b>				<b>Pycazide (1154 SNP)</b>			
<b>Noel 67 (933 PLG)</b>				tablets 20 59 0				<b>D syrup</b>			
parfum de toilette				<b>D drops 100mils</b>				<b>Pyopen (1393 BRL) TS</b>			
2oz	—	—	42 0	<b>Paraflex (922 Ortho)</b>				injection vial 10 175 0ea	—	—	—
4oz	—	—	63 0	tablets 100 9 6ea 2 7ea 16 10				<b>Q-Tips (256 CPL)</b>			
8oz	—	—	94 6	dp500 39 0ea 10 9ea				cotton swabs 18 8 0	—	1 0	
16oz	—	—	147 0	<b>Parafon Forte (922 Ortho)</b>				54 22 0	—	2 9	
perfume				tablets 100 11 0ea 3 0ea 19 6				<b>Radian (1023 Radiol)</b>			
1oz	—	—	147 0	dp500 48 0ea 13 2ea				massage cream 4oz 40 0	11 0	5 6	
2oz	—	—	232 0	<b>Para Hypon (218 Calmic) †DDI</b>				—B 4oz 40 0	11 0	5 6	
<b>Norash (204 Burford)</b>				tablets 10 20 0				<b>D Radiol (1023 Radiol)</b>			
nappy rash cream				dp 100 12 0ea				4-oils 10oz	—	—	—
20gm 31 0	—	—	3 11	<b>Paramol-118 (394 DF)</b>				4-oils 4oz 61 6	16 11	8 6	
<b>Norlestrin (938 PD) †54B</b>				tablets 25 44 0 12 1 6 6				12oz 134 3	46 11	18 6	
tablets 20 70 0	—	—	8 9	100 11 8ea 3 2½ea 20 9				<b>Rarical (922 Ortho)</b>			
100 26 2ea	—	—	39 3	250 25 6ea 7 0ea				tablets dp1000 36 0ea	—	—	—
<b>Norolen (1045 R) †54B</b>				<b>Parke-Davis (938 PD)</b>				<b>Rectalad (369 DL)</b>			
tablets 21 62 0	—	—	7 9	shaving cream tube				(distributors 1545 Vestric)			
<b>Nostroline (1549 Matthews)</b>				brushless tube 24 0				<b>Regula (980 Photopia)</b>			
20 6	5 8	2 9		<b>Pastils 808 (67 Ashe)</b>				flash units			
<b>Notoids (1152 SK)</b>				slimming pastilles				AG	—	—	25 0
2oz 15 6	4 3½	2 3		new size				F5 variant	—	—	313 6
<b>Novalgin (97 Bayer)</b>				<b>I Penicillin (34 A &amp; H)</b>				FR variant	—	—	253 6
<b>Novara (128 Biometica)</b>				ointment 1oz				FM variant	—	—	259 6
oil of youth 115cc 105 7	28 4	15 6		<b>D Penicillin (34 A&amp;H)</b>				existing entry	—	—	—
<b>N.P.U. (810 Maw)</b>				lozenges 20				<b>D Relaxa-Tabs (657 IL) existing entry</b>			
rubber gloves				<b>Personality (31 AP)</b>				<b>Relaxa-Tabs (657 IL) †57</b>			
de luxe 26 6	2 10½	3 6		(distributors 1054 R & A)				tablets 18 22 3 6 1½ 3 4			
<b>Nudit (596 HR)</b>				bath velvet 44 0 12 1 6 6				36 37 2 10 2½ 5 6			
hair remover,				71 0 19 6 10 6				<b>Remington (1044R)</b>			
facial 2601	—	—	12 6	<b>Pernione (576 PH)</b>				shaver			
leg 2602	—	—	11 6	ointment dp 20oz 18 0ea				Electric 300 140 3ea 37 7ea 231 0			
<b>Nulon (1037 Reckitt)</b>				dp 16oz				<b>Personna (438 ER)</b>			
hand cream small 15 2	3 10½	2 0		<b>D blades injector</b>				Moon Drops			
medium 22 2	5 7½	3 0		<b>I super stainless</b>				blushing powder			
large 31 5	8 0	4 3		presentation				0131 244 0	67 1	37 6	
tube 15 2	3 10½	2 0		pack 73 0 20 0 10 9				creme make-up 0653 141 0	38 9	21 6	
<b>Nu Nile (1538 Marcos)</b>				<b>D Phaldrone (576 PH) existing entry</b>				face powder 0127 164 9	45 4	25 0	
hair slick	—	—	9 6	<b>I Phaldrone (576 PH) †54B</b>				powder compact 0756 121 0	33 3	18 6	
pressing oil	—	—	10 3	dp 16oz 8 6ea				<b>Respite (626 HH &amp; C)†</b>			
<b>Nu-seals (413 Lilly)</b>				dp 80oz 36 6ea				cough treatment			
aspirin 325mgm 1000 and 5000				<b>Phenolaine (974 PC) †</b>				2oz 44 0	—	4 11	
aspirin 650mgm 1000				eye drops 1oz 32 0				<b>Colour Silk †</b>			
sodium salicylate 650mgm				refill 1oz 28 0				<b>Revlon (1052 Revlon)</b>			
100				4oz 60 0				eye shadow spree 181 3	49 10	27 6	
<b>Nu-Soft (810 Maw)</b>				1oz 28 0				Natural Wonder			
hankies 3 ply (12)				solutions				foamy facial			
825.11				pure 10min				cleanser 5281 115 3	31 8	17 6	
tissues 2 ply 2 7	—	—	4	<b>Phillips (977 PE)</b>				night treatment			
<b>Nuvacon (179 BDH) †54B</b>				hair drier HP4301 99 6ea 26 9ea 159 6				lotion 2890 121 0	33 3½	18 6	
tablets 21 55 0	—	—	6 10	HP4607 123 8ea 33 2ea 198 0				under make up			
<b>Nystaform (1460 Dome) TS</b>				<b>Phyllis Scott Lesley (1014 PSL)</b>				lotion 2855 121 0	33 3½	18 6	
ointment 30 m 15 0ea	—	—	22 6	almond milk 56cc				<b>Rexall (1053 Rexall)</b>			
<b>Odo-Ro-No (256 CPL)</b>				magnolia creamy				Brightener			
roll-on 35gm 31 1	8 6½	4 4		moisture lotion				toothpaste 150gm 32 6	8 11½	4 11	
<b>Old Spice (1131 Shulton)</b>				56cc				tooth tincture 14 0	3 10	2 0	
after-shave lotion				topaz herbal lotion				<b>Rheumalene (781 Lusty's)</b>			
3712 46 3	12 5	7 0		226.8cc				balm 23 0	6 4	3 4	
3710 69 6	18 8	10 6		special rejuvenating				<b>Ricils (525 Golden)</b>			
travel pack 3719 54 9	14 8	8 3		tissue oil with				eyebrow pencil	13 6	3 8½	2 3
presentation 3711 122 6	32 10	18 6		serum 56cc				eye-liner liquid	54 0	14 10	8 0
talcum 3734 43 0	11 6	6 6		<b>Pifco (983 Pifco)</b>				eye shadow stick	44 0	12 1	6 6
skin conditioner				baby bottle warmer				eye make-up			
3750 69 6	18 8	10 6		987 24 8ea 6 7ea 39 6				remover	40 0	11 0	6 0
body talcum 3740 67 9	18 2	10 3		comb'n go 1355 28 2ea 7 6ea 45 0				mascara complete	40 0	11 0	6 0
3742 43 0	11 6	6 6		Queen curl roller				refill	27 0	7 5	4 0
<b>Cologne for men</b>				set 1555 131 2ea 35 2ea 210 0				miniature size	20 0	17 10½	9 6
3722 54 9	14 8	8 3		Prince shaver 1127 43 5ea 11 8ea 69 6				<b>D Ricoh (565 Hanimex) existing entry</b>			
3720 74 6	20 0	11 3		<b>Pineguard (893 Nicholas)</b>				<b>Ricoh (565 Hanimex)</b>			
<b>deodorant aerosol</b>				medium				cameras 35mm	—	—	—
3881 43 0	11 6	6 6		<b>D Pitocin (938 PD) †54B</b>				126-C-EE	—	—	339 6
<b>after-shave lotion</b>				vial 5mils 4 4ea				case	—	—	40 0
lime travel pack				<b>D Pitressin (938 PD) †54B</b>				126 Auto	—	—	597 6
3503 62 0	16 7	9 8		0.5mil pack of 12				case	—	—	59 0
lime soap 3583 31 6	8 5	4 6		<b>D Plastules (1352 Wyeth)</b>				Super Shot	—	—	757 6
deodorant aerosol				<b>D plain</b>				case	—	—	70 0
3872	—	—	—	folic acid 30				Singlex TL5	—	—	1677 6
<b>V.S.O.R. all purpose</b>				liver extract 30				case	—	—	79 6
lotion 3787 75 0	20 1	11 6		<b>D Polivirin (518 Glaxo)</b>				Ricohflex Cd5	—	—	997 6
3782 314 0	84 2	47 6		ampoules 1mil x 6				case	—	—	80 0
<b>Omnseptine (221 Camden)</b>				<b>D Pollacine (1393 BRL) entire entry</b>				projector	—	—	900 0
ointment (vet.)				<b>Polyhairset (721 LC)</b>				<b>Riddobron (1059 Riddell)</b>			
100gm 5 0ea	1 5ea	8 11		for shading 11 10 3 3 1 9				tablets †54B			
<b>Opas (1335 Wigglesworth)</b>				<b>Ponds (256 CPL)</b>				<b>D Riddohaler (1059 Riddell)</b>			
powder 8 9	2 5	1 6		cold cream				<b>Robe d'un Soir (1469 PC)</b>			
15 0	4 2	2 6		jar 85gm 44 10 12 4 6 3				bath oil 4943 29 6ea 7 1lea 53 6			
11 0	6 7	4 0		jar 198gm 82 4 22 8 11 6				Cologne 9028 17 6ea 4 8ea 31 9			
18 0	5 0	2 10		tube 17gm 17 11 4 11 2 6				9029 28 3ea 7 7ea 51 3			
26 0	7 2	4 3		<b>D Potters (992 P &amp; C)</b>				9030 46 3ea 12 5ea 83 9			
<b>Opilon (1278 VD)</b>				smoking mixture				9045 42 9ea 11 6ea 77 6			
(distributors 1310 WVW)				<b>I Pour Hommes (1528 Capucci)</b>				9044 52 6ea 14 1ea 95 0			
tablets 40 mgm 50 18 0ea	—	27 0		eau de toilette 2oz 19 6ea 5 4ea 35 0				900 60 0ea 16 1ea 108 6			
250 84 0ea	—	126 0		4oz 34 0ea 9 4ea 62 0				9001 106 9ea 28 7ea 193 3			
5mgm 50 & 200	—	—		8oz 59 6ea 16 4ea 110 0				9002 180 3ea 48 4ea 326 3			
<b>Organidin (369 DL)</b>				<b>Predif 2X (1263 Upjohn) TS</b>				9003 295 9ea 79 4ea 535 3			
(distributors 1545 Vestric)				multidose				9075 44 6ea 11 1lea 80 6			
elixir 4oz 70 6	19 3	10 5		injection 50cc 55 0ea							
<b>Outdoor Girl (876 MP)</b>				<b>D Prednisone (938 PD)</b>							
Total Finish 25 4	6 11½	3 9		pack of 25							
<b>Ovastol (1045 R) †54B</b>				<b>Preocin (208 BW) TSVPO</b>							
tablets 20 15 0	—	2 6		aerosol spray (vet.)							
<b>Pan (1524 Chembro)</b>				<b>D Priatan (86 Barclay) all packs</b>							
<b>Pan (1164 SSL)</b>				<b>I Priestleys (246 Chambers)</b>							
				compound 17 4 4 9 2 3							
				30 0 8 3 4 0							



[illegible]

Thermos (1226 Thermos) existing entry															
Thermos (1226 Thermos)															
vacuum bowls 923				175	0										
925				209	11										
931				89	6										
929				100	0										
refills 923F				47	0										
925F				58	0										
mesh inserts															
923, 931				4	0										
925, 929, 930				5	0										
flasks 18½				7	10										
18				8	6										
1818				12	6										
18Q				13	11										
18QH				14	9										
22				8	9										
2222				15	11										
refills 18½F				5	0										
14F				5	6										
1818F				8	6										
14QF				9	0										
cups 18Q inner				1	0										
18½				1	3										
18, 22				1	6										
60, 62, 64, 1818, 2222, 18Q outer				1	9										
flasks wide mouth 60				15	0										
62				16	6										
64				19	11										
refills 60F				8	6										
62F				9	6										
64F				11	3										
jars 70				72	6										
707				47	6										
82				209	11										
609				148	5										
three dishes for 82				33	11										
refills 613F				23	0										
607F				26	6										
81F				43	0										
82F				64	6										
609F				74	6										
jugs 67/1				19	11										
67/2				27	6										
48/2				87	6										
refills 29Q				177	6										
J/1F				27	0										
J/2F				29	0										
J/3F				59	6										
57F				27	6										
29F				25	6										
29QF				28	6										
70F				29	6										
52F				30	0										
52QF				31	6										
corks 65				9											
617				2	6										
607, 609				3	3										
620				5	0										
flask stoppers 17½				1	3										
18				1	6										
1717, 2121, 18Q				1	9										
60, 62, 64				3	6										
jar stopper expanding 707				8	3										
jug stoppers adjustable 58				3	3										
67/1				4	0										
58Q, 30/2				3	9										
67/2				5	0										
54, 54Q, 56/1, 56/2				5	6										
48/1, 48/2				8	9										
29, 29Q, 231				9	6										
52				10	6										
52Q, 231Q				12	6										
neck rings 17½, 18				6											
1717, 2121, 18Q				9											
60, 62, 64				1	6										
spare stopper rubbers 707				1	9										
52Q, 231Q				2	0										
all other jugs				1	3										
Tommee Tippee (1412 Jackel)															
baby changing pad 220 0				24	2½	29	6								
talc pad 26 6				7	3½	3	11								
Tonabath (331 C of C)															
foam bath capsules 8 45 9				12	3	6	9								
16 72 6				19	6	10	9								
Toni (1242 Toni)															
Casual hair lightener 55 1				14	4½	7	11								
Topsy (109 BCL)															
baby cream jar 21 2				5	10	3	0								
Top-Taste (588 H & H)															
diabetic biscuits 19 2½				—	—	2	0								
Town and Country (596 HR)															
existing entry															
foundation 1441				—	—	12	6								
1442				—	—	18	6								
pink Champagne 1451				—	—	12	6								
1452				—	—	18	6								
peach bloom 1461				—	—	12	6								
Travla (761 Lilia-White)															
sanitary towels 38 1				—	—	4									
(1 gross)															
compressed 36 9				—	—	4									
(1 gross)															

Tricloryl (518 Glaxo)															
tablets 20															
D Trio-kit (1154 5NP) existing entry															
Trio-kit (1154 5NP)															
original 21 0ea				2	8ea	30	2								
de luxe 40 0ea				8	3ea	63	3								
Triperidol (922 Ortho) †‡4B															
tablets 0.5mgm 100 25 0ea				—	—	37	6								
500 112 6ea				—	—	168	9								
Imgm 50 16 3ea				—	—	24	4½								
250 75 0ea				—	—	112	6								
Trisillac (576 PH)															
dp 16oz 4 0ea				—	—	—	—								
dp 80oz 18 6ea				—	—	—	—								
dp 32oz —				—	—	—	—								
D Tully (1045 R)															
cream 24 0				7	0	3	6								
kit 153 0				—	—	19	6								
Tussobron (1335 Wigglesworth) †															
pastilles 30 19 0				—	—	2	6								
Twice as Nice (563 Hampshire)															
shampoo and conditioner dual sachet 4 11½				1	4½	8									
Ultra Erite (280 CP) 5 pack minimum order															
tooth-paste standard 34 6				9	5	2	4½								
(2 doz.)															
large 49 4				13	5	3	5								
(2 doz.)															
Ung. morrhuae co. (576 PH)															
1oz 21 0				5	9	3	1½								
dp 1lb 12 6ea				—	—	—	—								
dp 2lb —				—	—	—	—								
D Vacarme (de Rauch (1446 Pearmoss))															
perfume 1oz 35 6ea				9	10ea	63	0								
½oz 59 6ea				16	5ea	105	0								
1oz 95 0ea				26	2ea	168	0								
2oz 142 0ea				39	1ea	252	0								
4oz 212 0ea				58	4ea	378	0								
toilet water 2oz 23 6ea				6	6ea	42	0								
4oz 41 6ea				11	6ea	73	6								
8oz 65 0ea				17	11ea	115	6								
16oz 118 0ea				32	6ea	210	0								
for men 2oz 16 8ea				5	0ea	30	0								
4oz 25 6ea				7	1ea	45	0								
8oz 39 6ea				10	11ea	70	0								
16oz 65 0ea				17	11ea	115	0								
Vacco (1265 Vacco)															
flasks															
master VM5/H 57 9				6	0	6	11								
minor VM5 66 0				7	0	7	11								
standard															
best buy VBB 57 9				6	0	6	11								
standard VBBZ 104 3				11	0	12	6								
family															
jars model J5 291 7				30	3	34	11								
Vademecum (1539 BV)															
mouth wash 20cc 40 0				11	0	5	10								
45cc 68 0				18	8½	10	0½								
70cc 92 0				25	3½	13	6								
Vamoose (67 Ashe)															
insect powder 12 6				—	—	1	6								
V-Cil-K (413 Lilly) TS															
syrup 100mils 7 3ea				—	—	10	11								
tablets 125mgm															
100 11 6ea				—	—	17	3								
500 54 6ea				—	—	81	9								
1000 105 0ea				—	—	157	6								
250mgm 100 22 6ea				—	—	33	9								
500 105 0ea				—	—	157	6								
1000 205 0ea				—	—	307	6								
D Pulvules															
125mgm 12															
250mgm 12															
D Velm (781 Lusty's)															
toilet soap 8 6				2	4	1	2								
Velouty (379 Dixor)															
beauty foundation															
liquid 16 8				4	7	2	6								
cleansing cream 16 8				4	7	2	6								
foundation cream 16 8				4	7	2	6								
powder cream tube 12 4				3	5	1	10								
20 4				5	7	3	2								
40 4				11	1	6	0								
jar 37 0				10	2	5	6								
tube 16 8				4	7	2	6								
Vericaps (339 CG)															
wart caps															
type 5A (3) 27 8				6	11	4	0								
small (3) 27 8				6	11	4	0								
medium (25) 17 8ea				4	5ea	—	—								
either size															
type 5AP (3) 27 8				6	11	4	0								
small (3) 27 8				6	11	4	0								
medium (25) 17 8ea				4	5ea	—	—								
either size															
type PLL (2) 27 8				6	11	4	0								
medium (2) 27 8				6	11	4	0								
large (25) 20 0ea				5	0ea	—	—								
either size															
Vert et Blanc (1469 PC)															
Cologne 6028 14 6ea				3	11ea	26	3								
6029 24 3ea				6	6ea	44	0								
6030 39 6ea				10	7ea	71	6								
6044 40 9ea				10	11ea	73	9								
6045 30 9ea				8	3ea	55	9								
6000 42 6ea				11	5ea	77	0								
6046 75 6ea				20	3ea	136	9								
6001 65 9ea				17	8ea	119	0								
6002 116 9ea				31	4ea	211	3								
6003 221 9ea				59	5ea	401	3								
perfume															

toilet perfume															
6728 20 3ea				5	5ea	36	9								
6729 9 3ea				9	3ea	62	6								
6730 58 6ea				15	8ea	105	9								
Vetiver (1469 PC)															
after-shave 3129 17 3ea				4	8ea	31	3								
eau de Vetiver 3728 15 9ea				4	3ea	28	6								
3729 26 6ea				7	1ea	48	0								
3730 44 0ea				11	10ea	79	9								
atomiser 3026 35 3ea				9	5ea	63	9								
talcum 1003 6 0ea				1	7ea	10	9								
Visa (Piquet (1446 Pearmoss))															
perfume ½oz 15 0ea				4	2ea	26	6								
1oz 34 0ea				9	5ea	60	0								
½oz 44 3ea				12	3ea	79	6								
1oz 71 0ea				19	7ea	126	0								
2oz 106 6ea				29	4ea	189	0								
Vitaplus (34 A&H)															
tablets 60 96 0				—	—	12	0								
D Vitesso (359 DDD)															
Voigtlander (673 J of H)															
projectors															
Perkee J505				—	—	510	0								
D Vosene (105 BTD) existing entry															
I Vosene (105 BTD)															
shampoo liquid															
sachet 5 7				1	6½	9									
53cc 19 3				5	3½	2	7								
150cc 35 5				9	9	4	9								
cream sachet 5 7				1	6½	9									



# Economycin

Tetracycline HC1 BP  
Tablets and Capsules 250mg  
Paediatric Syrup 2fl.oz.

Obtainable from your Wholesaler or direct from

Chelsea Drug & Chemical Co. Ltd. 310 Old Brompton Road London SW5 Telephone FRObisher 4321.

## THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

I	Adcortyl (1176 Squibb) TS in Orabase dental paste 5gm 5 0ea				—	7 6	handbag brush D.33 18 5	hand toilet brush D.19 21 5	10 2 5 6 5 0 1 2 9	2 9	D.14 37 0	D.17 7 11	2 2 1 2 2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11	2 2 1 2	D.17 7 11
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## 31 FREE B.E.A. HOLIDAYS MUST BE WON IN PHILIPS NEW PHOTOFLUX DEALER COMPETITION

Here's an exciting opportunity to increase your profits . . . and win a wonderful Holiday in the Sun for two. Enter Philips great new 'Spot the Holiday Spot' contest . . . it's fun, it's fascinating . . . and so easy to win! You just identify the names of well-known holiday places. That's all! And you, and a member of your family (or a friend), could be all set for the holiday of a lifetime in 1968!

## STOCK UP NOW!

To qualify for entry in this superb competition, you must place an order for all or any of the special packs of Philips Photoflux and projector lamps shown on this page. Then put them on display – and watch your sales soar! And remember! Philips Photoflux and projector lamps mean big profits – so you win either way!

**SEE YOUR WHOLESALE OR PHILIPS REPRESENTATIVE FOR FULL DETAILS AND ENTRY FORMS FOR THIS EXCITING COMPETITION. (All prizes for TWO persons).**

- 1st PRIZE** of 14 days in Cyprus and Greece with £100 spending money per couple.
- 3–2nd PRIZES** of 14 days in Greece with £50 spending money per couple.
- 3–3rd PRIZES** of 14 days in Venice with £50 spending money per couple.
- 4–4th PRIZES** of 14 days in Majorca with £30 spending money per couple.
- PLUS** 20 great consolation prizes. Long weekends (3 days) in Gibraltar, including trip to Tangier plus £10 spending money per couple.

**With the exception of the consolation prizes, which must be taken during the period 9th–12th February, 1968, all the above prizes can be taken at any time in 1968.**

### ORDER THESE PROFIT-MAKERS NOW! *(And qualify for entry)*



#### FLASHPACK 4

Contains 140  
Super AG1B,  
15 PFC4  
(60 flashes)  
and 120 PF1B  
flashbulbs.

#### PFC4 FLASHCUBE BOX

Contains  
36 cubes



#### SUPER AG1B BOX

Contains 20 cartons  
(200 bulbs)

#### PF1B BOX

Contains 20 cartons  
(200 bulbs)



#### PROJECTOR LAMP PACK

Contains 8  
of the  
fastest-selling  
projector lamps

#### 10/- SURPRISE BONUS OFFER TO YOU!

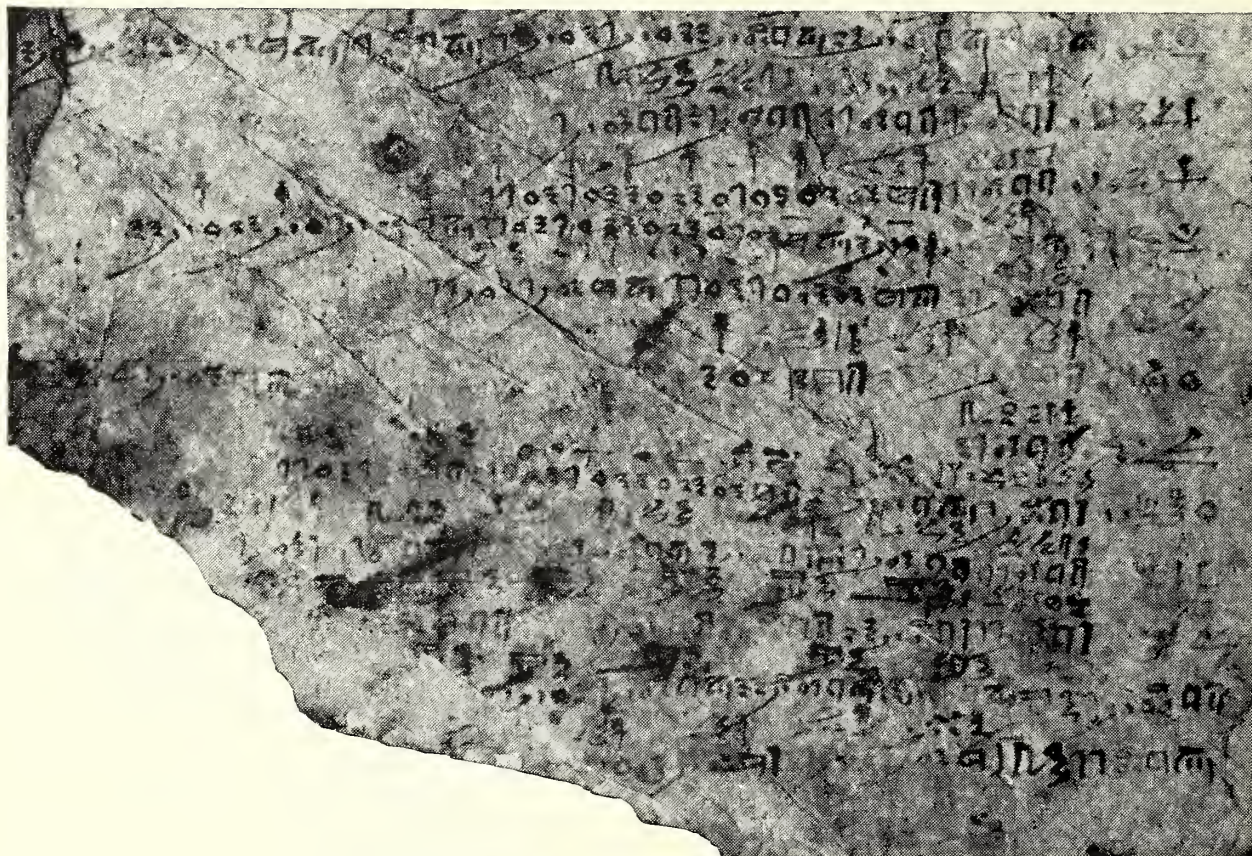
There's a special offer on Philips Flashpack 4 that's worth 10/- to you . . . whether or not you win a prize in the competition!



# PHILIPS

Philips Electrical Ltd., Century House,  
Shaftesbury Avenue, London WC2.





## even Pharaoh had absentees

*The illustration above is a register of men working on the tomb of Rameses 2nd in the 40th year of his reign (c 1264 B.C.). Absences include sickness, brewing beer, domestic hindrances and caring for other sick colleagues. The register has been copied as one of a series and makes a handsome print which we would be delighted to send you, at your request. By kind permission of the Trustees of the British Museum.*

Liberal quantities of beer and rest days couldn't guarantee the workers' good health in 1264 B.C. In 1967 A.D., is too little attention given to the vitamin needs of the middle-aged?

The age of onset of 'middle age' appears to recede with the steady rise in expectation of life. The medical hazards of that age were once faced from the age of 40 onwards. Now 50 seems more appropriate.


Although nutritional soundness in adulthood is primarily dependent on foundations laid down in the growing

years, it is still true that 'what Miss T eats turns into Miss T'. In the middle-age group, unsuspected high consumption of 'naked calories' may be a cause of sub-nutrition, particularly of vitamins of the B complex, which may in turn be further depleted by repeated infections.

The pharmacist gives sympathy and counsel to his customers, who have learnt to rely on him. In the same way, he can rely on the 30 years' unequalled experience that go into the preparations of Vitamins Limited.

## Befortiss    Becovite    Orovite

promote full health and vitality in adults after illness  
*for prescription and counter*

Vitamins Limited (Reprint One) Upper Mall London W6 



Education, an organisation set up by the Confederation of British Industry, the British Institute of Management and the Foundation for Management Education. Mr. Spalton has also been appointed by the Minister of Labour to the Chemical and Allied Products Industry Training Board.

## OVERSEAS VISITS

**DR. T. D. WHITTET** (chief pharmacist, Ministry of Health), took part in a recent British Scientific Week in Haifa, giving a paper entitled "The Preparation and Testing of Intravenous Infusion and Haemodialysis Fluids." Whilst in Haifa he visited the Ramban Hospital, the Hilla Pharmaceutical Manufacturing Co., and gave an informal talk to about twenty-five Israeli pharmacists at the house of Dr. F. Auslander. He also visited the Hadassah Hospital, the Ministry of Health, the Central Control Laboratory and the School of Pharmacy in Jerusalem, The Weizmann Institute in Rehovot, the Tel Hashomer Hospital in Tel Aviv and the Plantex Laboratories in Netanya.

## DEATHS

**BRIDE.**—Recently Mr. Frank Bride, M.P.S., 46 St. Giles Avenue, Scarthoe, Grimsby, aged sixty-one. Mr. Bride qualified in 1934 and was in business in Chelmsford Avenue, Grimsby.

**FLEMING.**—Recently, Mr. Patrick John Fleming, M.P.S.I., The Medical Hall, Roscommon, Eire. Aged over eighty years and one of Ireland's oldest pharmacists, Mr. Fleming, who carried on his own pharmacy, qualified in 1909 and had been a member of the Pharmaceutical Society of Ireland for fifty-eight years. The business is now being run by his daughter, Miss Pauline Fleming, M.P.S.I.

**FULTON.**—On November 13, Mr. William Fulton, M.P.S., 9 Cleeve Drive, Perth. Mr. Fulton qualified in 1920.

**FUNK.**—On November 20, Dr. Casimir Funk, New York, aged eighty-two. Dr. Funk was a Polish-born biochemist who in 1912, in his paper "The Etiology of Deficiency Diseases," postulated the existence of vitamins B1, B2, C and D. He also introduced the word "vitamine."

**HUGHES.**—On November 16 Mr. James Trevor Hughes, M.P.S., F.B.O.A., Langford Croft, 14 Roman Road, Shrewsbury, aged sixty. Mr. Hughes qualified in 1930.

**MARTIN.**—On November, 9, Mr. William Martin, M.P.S.N.I., 44 Holywood Road, Belfast, 4. Mr. Martin qualified in December, 1928. After a period with C. & J. Montgomery and I. W. Nicholl, Ltd., Belfast, Mr. Martin was in business in Banbridge. For the past nineteen years he owned a pharmacy at Holywood Road, Belfast, 4. He is survived by a son and daughter.

**TODD** (see C. & D., November 18, p. 467).—*Professor John Hawthorne, University of Strathclyde* writes: Professor Todd leaves to his successors a great school of biological sciences with over four hundred students, a

large staff qualified in a wide range of scientific disciplines, and eight academic chairs all tracing their foundation directly or indirectly to his inspiration. His research interests were always applied to practical problems of medical science and covered a wide field. For a man who has been the focus of so much initiative in the fields of pharmacy, food science, microbiology, pharmacology, pharmaceutical technology, biology and biochemistry (and these are the subject chairs inheriting his mantle), Todd was no academic tycoon. Unassuming in manner, his kindly, simple and tolerant ways disguised a fixity of purpose which was only apparent to those who knew him well or, who had the misfortune to oppose his vision. In these days when it is often difficult to distinguish a professor from a business man, he was one of the last of the great race of university characters. Of course, his unorthodoxy bred opposition. Time and again the ranks would close against him, only to find themselves outflanked by his mental and administrative dexterity. If his opponents were some-

times a little bewildered as to how he achieved his ends, they learned to respect him by his success. A short note can do but scant justice to such a man. The countless hours he devoted to the Pharmaceutical Society, his service on expert committees, his work as an examiner and, above all, his behind-the-scenes contributions to the establishment of the University of Strathclyde must wait for later appraisal. Meantime, it is pleasant to record that in 1964 his services to medicine were recognised by his election as an honorary fellow of the Royal College of Physicians and Surgeons, Glasgow.

**TREVETT.**—On September 16, Mr. William Henry Trevett, M.P.S., 4 Cavendish Avenue, Erith, Kent. Mr. Trevett qualified in 1924.

**WILLIAMS.**—On November 11 Mr. Aubrey Ernest Williams, M.P.S., 1 Weston Terrace, Tenby, Pembrokeshire. Mr. Williams qualified in 1929, he was the manager of the Pembroke Dock branch of National Co-operative Chemists, Ltd.

## FOOT AND MOUTH VACCINE

### British company opens in Germany

A NEW factory at Grossburgwedel, near Hanover, Germany, built specially for the production of foot-and-mouth disease vaccine, is the seventh link in a chain of production units established by the Wellcome Foundation, Ltd., to meet, at short notice, demands from countries in which foot-and-mouth control measures are based on vaccination. The factory, which was planned, built and ready for production all within one year, was opened on November 17 by Dr. Fred Wrigley (a deputy chairman of the Foundation), which maintains its own foot-and-mouth vaccine laboratory within the British Government's Animal Virus Research Institute at Pirbright, Surrey. Production is carried out there and at Wellcome or Cooper factories in Spain, Kenya, Uruguay, Argentina and Brazil.

### Outline of Technique

The production of vaccine at Grossburgwedel will be based on the suspended-cell-culture technique that has been developed by Messrs. Wellcome over a number of years. The technique permits production of high-quality vaccine on an industrial scale once the type of virus causing a particular outbreak has been identified. Only vaccine against those types of F.M.D. virus known to occur in Germany will be produced at Grossburgwedel, but there are facilities, in collaboration with the Wellcome Laboratory at Pirbright, to switch production at short notice to any other virus type should the need arise. As there are seven different types of F.M.D. virus, and at least fifty-two subtypes, each of the seven main types capable of producing a disease picture that cannot be distinguished by symptoms and lesions from that produced by the other six types, production presents practical problems. The Wellcome laboratory at Pirbright has set itself the task of tracking down each of those virus types and subtypes and of exam-

ining them as to their suitability for vaccine production. Whenever a new subtype has been identified from a field outbreak, it is the job of the expert at the Pirbright laboratory to adapt it to tissue culture before any vaccine can be produced.

## MANUFACTURERS' ACTIVITIES

**Queen's Award Film for Staff.**—Glaxo Laboratories, Ltd., Greenford, Middlesex, have produced for showing to their staff throughout Britain a 12-minute colour film, "Put The Flag Out," marking the company's achievement in winning the Queen's Award to Industry, 1967.

**Sports Foundation.**—Johnson & Johnson (Great Britain), Ltd., Slough, Bucks, recently established a Band-Aid sports foundation to sponsor the Lawn Tennis Association under-14 and under-16 invitation tournament in 1968 and the L.T.A. winter schools held during the Christmas holidays. Return fares and subsistence allowances are being paid to selected young players.



A "MAN OF THE YEAR": Mr. David Wylie (director of research and development, Bayer Products Co. and Winthrop Products Co.) was recently named as one of the "Men of the Year" in recognition of the part he and his fellow research workers had played in two medical advances during 1967. Dr. Wylie received the award in London on November 2, at a luncheon organised by the British Council for Rehabilitation of the Disabled.



## NEW PRODUCTS AND PACKS

### PHARMACEUTICAL SPECIALITIES

**Single-dose Ophthalmic Drops.** — Two new products have been added to the Minims range of sterile single-dose ophthalmic drops manufactured by Smith & Nephew Pharmaceuticals, Ltd., Bessemer Road, Welwyn Garden City, Herts. They are normal-saline Minims and liquid-paraffin Minims. Each is packed in tin of twenty. Normal-saline Minims contain a slightly larger volume of solution than others in the range, a change considered helpful when the solution is to be used for irrigating the eye after application of optical stains (for example fluorescein). Liquid-paraffin Minims are intended as an alternative to castor-oil Minims for use as a soothing application to the conjunctiva and to allay irritation caused, for example, by foreign bodies in the eye.

### OVER-THE-COUNTER MEDICINALS

**Malt Extract with Orange Juice.** — The Distillers Co. (Malt Products), Ltd., 12 Torphichen Street, Edinburgh, 3, have introduced a 1-lb. jar of vitamin malt extract with orange juice.

### SUNDRIES

**Medical Examination Gloves.** — Becton, Dickinson (U.K.), Ltd., York House, Empire Way, Wembley, Middlesex, have introduced a sterile version of their Tru-Touch glove. The new glove is claimed to retain all the features that made the "clinically clean" glove popular (extreme sensitivity, strength, freedom from seams, pre-powdering and economy). The sterile glove has, in addition, a long cuff that permits donning over gown-sleeves. The gloves are available in three sizes.

**Repackaged.** — The Modern teats of Cannon Rubber Manufacturers, Ltd., Ashley Road, London, N.17, have been handsomely repacked. The teat for narrow-necked feeders is now in a transparent pack of three, and the Nurse teat for all screw-topped feeders in unique "mini-feeder" pack. The company have developed a new plastics division and are now marketing a high-quality polycarbonate (Makrolon) feeder in 10-oz. wide-necked and 8-oz. narrow necked models. The Ba-By-Byt all-rubber teething rings are now on card of 1 dozen units, each ring vacuum-wrapped.

**Baby Talc and Changing Pads.** — Two new products are available from Jackel & Co., Ltd., Kitty Brewster Estate, Blyth, Northumberland. The Tommee Tippee baby talc pad in pink, blue and yellow is ideal for the home or travel ("no bulky tins to carry or knock over and no mess—the talc goes where it is meant to!") the perfumed high-grade talc contains hexachlorophene. The pad holds 4 oz. of talc. The Tommee Tippee baby changing pad is of plastic-covered foam and has three inflatable sides to help prevent baby rolling off, the fourth side being pocketed and with overhanging flat surface. In the pockets everything needed for the baby changing operation may be stored. The pad is washable, and for travel is easily deflated and rolled up.

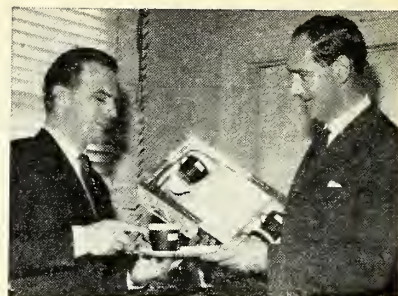
### COSMETICS AND TOILETRIES

**Lemon Hand Lotion.** — Allcock Products, Ltd., Derby Street, Ormskirk, Lancs, have introduced a lemon hand lotion in "dispenser" bottle. The container releases, by gentle pressure on the bulb, enough lotion to massage the hand from wrist to fingertips. The lotion is claimed to soothe and whiten the skin. It contains lanolin and is non-greasy.

**Medicated Shampoo.** — On November 20, Imperial Chemical Industries, Ltd., pharmaceuticals division, Alderley Park, Macclesfield, Ches, are introducing Lorexane medicated shampoo, described as an effective, pleasant and safe shampoo for the treatment and prevention of head lice in adults and children. The shampoo is packed in 30-gm. tube at the same price as Lorexane No. 3, 30 gm., which it is replacing as stocks are exhausted. The tax-free 50-gm. dispensing pack of Lorexane No. 3 continues unchanged.

**Make-up Innovations.** — Revlon International Corporation, 86 Brook Street, London, W.1, have launched a number of cosmetic specialities. Moon Drops "demi-make-up" collection is based in "light and swansdown," together giving, it is claimed, a layerless coverage and "soft, candid unmade-up look". There are in the group demi-flowing creme make-up in seven "demi" shades to blend with the complexion colouring, a demi-pressed powder compact in seven shades for touch-ups to match the make-up and in two translucent shades (light and dark) (pack: a mirror compact), a demi-translucent face powder and a demiblushing powder (complete with compact and brush). New Revlon products for "problem" skins are a Natural Wonder foaming facial cleanser, described as a gel-like lotion that foams to keep clean the skin while clearing it of excess secretion of oil (the product is intended for use every time a fresh make-up is applied and before bed) and a Natural Wonder under-make-up lotion — a transparent anti-septic lotion that "blots" excess oils secreted by the sebaceous glands. A Natural Wonder night treatment lotion is non-oily and refreshes the skin so that it stays soft and supple.

**"Natural" Cosmetics From Poland.** Pollena cosmetics, made by a co-operative group of manufacturers in Poland, are now available from the United Kingdom distributors — Alina Health



**MILLIONTH PRODUCT:** Ordered recently by Gaypro Products, Ltd., the millionth Insulex cup and snack tray, was formally presented to Mr. F. C. Bernardes (the company's sales director) by Mr. E. J. Harvey (sales manager of Insulex, Ltd.) at Gaypro's London showroom. Mr. Bernardes also received an engraved silver cigarette box to commemorate the event.

Cosmetics, 244 Lillie Road, London, S.W.6. The preparations are understood to be made entirely from natural sources, as it is claimed that plants growing in Poland "possess unique qualities invaluable in beauty care". Where necessary the products are enriched with vitamins and hormones, but the accent is on the absence of synthetic ingredients and, being non-allergic, the products are especially recommended by the manufacturers for women with sensitive skins. The range includes nourishing creams, skin lotions, cleansing milk, powder base, lipstick, perfumes, shampoos, bath preparations and mens' toiletries.

**Additions to Series.** — Morny Ltd., Regent Street, London, W.1, announce a number of additions to their fragrance accessories and Beauty Bath collection. In the latter there is now available a bath Cologne, described as "the ideal accompaniment to the successful Morny Beauty Bath foam." The Cologne is a light, fragrant product to be used liberally all over the body, cool and fragrant on the first application and leaving a warm, glowing feeling after a brisk rub with a towel. The bath Cologne is available in 4-oz., 8-oz., 16-oz. and 32-oz. sizes, the two smaller in cartons matching the Beauty Foam cartons, the two larger in white flock presentation boxes, gold-blocked and gold-lined. Beauty Bath body lotion is a bland easily absorbed lotion to be smoothed over the skin. It contains moisturisers and is specially recommended for elbows, knees and dry skin areas on the feet. The pale blue fluid is in a light-weight, transparent, gold-capped and gold-blocked bottle. Morny Beauty Bath gelée may be used



Polish cosmetic products distributed by Alina Health Cosmetics, Ltd.



for the shower, when it is generously smoothed over the wet skin and massaged into a foam. The *gelee* contains avocado pear oil and possesses deodorant properties. The pack is a 3-oz. polythene tube.

## TRADE NOTES

**New Procedure for Ordering.** — G. D. Searle & Co., Ltd., state that orders for the company's products should now be addressed to the order department at Lane End Road, Sands, High Wycombe, Bucks (telephone: High Wycombe 21124).

**Prices Corrected.** — Price given in "Last Christmas Orders, Please," (C. & D., November 4, p. 424) for the Hymosa filled pomander with raised floral garland and satin loop was incorrect. Correct price is 55s. A larger size of the Hymosa lidded flower bowl is available at 126s. Suppliers are New Era Laboratories, Ltd., 87 Saffron Hill, London, E.C.1.

**Metric-capacity Bottles.** — Among glass-bottle manufacturers now holding stocks of the 100-mil and 150-mil sizes of metric medicine bottles (see C. & D., November 18, p. 471) are Lax & Shaw, Ltd., South Accommodation Road, Leeds, 10. United Glass, Ltd., Kingston Road, Staines, Middlesex, state that they are going into production with the sizes immediately.

**Lipidiol and Hytrast.** — Distribution of these two products was incorrectly announced in last week's Cumulative Price Changes as being transferred to Pharmaceutical Specialities (May & Baker), Ltd. Whilst discussions are taking place, Bengue & Co., Ltd., Mount Pleasant, Alpertown, Wembley, Middlesex, remain sole distributors in the United Kingdom and in Eire until announced otherwise.

**Agents in Great Britain.** — Andard-Mount Co., Ltd., 40 Sudbury Court Road, Harrow, Middlesex, have been appointed by Syntex, S.A., Buenos Aires, Argentina, their agents for Great Britain. Messrs. Andard-Mount state that Syntex, S.A., are the largest manufacturers in the Argentine of a wide range of biological products, including heparin, thyroid powders and pancreatin.

## Bonus Offers

**BAYER PRODUCTS CO.,** Winthrop House, Surbiton, Surrey. Panadeine co. (10's). Twelve invoiced as ten on order for 2 doz. Twelve as eleven on order for 1 doz.

**CLAIROL, LTD.,** 66 Baker Street, London, W.1. Special deal price, shown under "Bonus Offers" in C. & D., November 18, p. 469, refers to a special Christmas offer on Loving Care hair colour lotion only.

**IMPERIAL CHEMICAL INDUSTRIES, LTD.,** Pharmaceuticals Division, Alderley House, Alderley Park, Macclesfield, Ches. Imperacin syrup. Offer of twelve invoiced as eleven ends November 30.

## Discontinued

**JOHN WYETH & BROTHER, LTD.,** Huntercombe Lane South, Taplow, Berks. Equanil, 200 mgm. Pack of twenty.

**PARKE, DAVIS & CO.,** Staines Road, Hounslow, Middlesex. Mercardan.

# Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

## Vacancies for Students

SIR,—I have been able under the Association's appointments scheme (see C. & D., November 11, p. 454) to accept information about vacancies until December 8, thus increasing the time available to potential employers to consider vacancies for pharmacy graduates next summer.

ANTHONY J. FAIRHEAD,  
Appointments Officer,  
British Pharmaceutical Students'  
Association,  
London, W.C.1

## Guaiphenesin in Cough Mixtures

SIR,—As one of the manufacturers mentioned in your paragraph "Claim Challenged" (C. & D., November 18, p. 469), may we point out that we have for five years been marketing Nurse Sykes' bronchial balsam, containing guaiphenesin, through retail pharmacies.

S. D. ANDREW, M.P.S.,  
Managing director,  
J. Waterhouse & Co., Ltd.,  
Ashton-under-Lyne, Lancs

## Patients' Welfare Paramount

SIR,—May I express through your columns on behalf of my company sincere appreciation for the prompt and willing co-operation received from so many pharmacists and wholesale houses in maintaining continuity of supplies during the recent shortage of our protamine zinc insulin. At the same time I would pay tribute to Messrs. Burroughs Wellcome & Co., Allen & Hanburys, Ltd., and the British Drug Houses, Ltd., for their ready response in helping us to meet our many commitments. It is indeed reassuring that the welfare of the patient is invariably the main professional consideration.

K. H. HARPER, M.P.S., Director,  
Boots Pure Drug Co., Ltd.,  
Nottingham

## Dramatic Licence

SIR,—The subject of tablet and capsule identification was treated at length in the B.B.C. television programme "Tomorrow's World" on November 15, and our range of coded tablets Co-tabs were referred to and shown as a system which exists, and provides an answer to doctors' needs for drug identification. Unfortunately a certain amount of dramatic licence was used in the B.B.C.'s film presentation, no doubt to emphasise certain aspects for the public. However, at least one statement that was made was wrong, when it was said "...and now the last wholesaler returns the last of the Co-tabs stock to the manufacturer." This is not the case; there are still many wholesalers throughout the country who carry some, or all, of the Co-tab range, and, of course, stocks are available to meet their future requirements.

R. D. WISHART,  
Managing Director,  
Cox-Continental, Ltd., Hove.

[For report of the programme, see p. 486, EDITOR]

## "Career Man and Expert"

SIR,—I describe myself as a "career man and expert in my field," in the same respectful way as Mr. G. S. M. David describes the negotiators of the Ministry of Health. What is my field? Simply to demonstrate how easy it is for anyone, let alone an expert, to show up the feebleness of our present negotiators. I am fed up with having my negotiating done by people who try to dismiss criticism as ill-informed comment. I will begin by establishing the truth, with the help of Mr. David.

1. Mr. David said (*Counterscope*, October) that his committee were negotiating a salary higher than that put forward by S. Blum and the Chemists' Action Group.

2. The chairman of the Committee of Public Accounts, asked whether 5½d. profit per prescription was still justifiable (C. & D., October 21, p. 374) and wanted it argued with the chemists.

3. Following that statement, Mr. David (C. & D., October 21, p. 386) says he was *hoping* to negotiate a higher salary. I want Mr. David to make up his mind whether he is negotiating this higher salary or only *hoping*. So far only two facts are clear. 1. The Ministry is going to negotiate on a further reduction in on-cost 2. Mr. David is wasting his time trying to foil the efforts of all who want a fair deal for contractors. He should be resigning to make way for them.

R. C. BURKE-JONES,  
Theydon Bois, Essex

## BRANCH EVENTS

### LIVERPOOL

### Group Pharmacies and New Shops

LIVERPOOL Branch of the Pharmaceutical Society is of the opinion that the Council of the Society should obtain legal powers to enable it to control the opening of new pharmacies. It also believes that group pharmaceutical practice is in the public interest and that the Council should protect pharmacists in such undertakings. Resolutions on those two subjects were adopted at the meeting on November 14 for submission to the Council. Group pharmaceutical practice was defined as the condensation of a number of pharmacies in an area into one set of premises giving a much extended service. MR. R. CLITHEROW, the proposer, recalled that at the Branch Representatives' meeting in 1966, a resolution had been adopted calling for the limitation of pharmacies, and a co-ordinating committee had been set up. His resolution for control of the opening of new pharmacies would "nudge them a little further" and strengthen their arm. MR. M. A. COOPER said it seemed that the local authority determined where pharmacies were to be sited. A recent advertisement offered the tenancy of nine shops, each allocated to a particular trade, one being for a chemist. There were only about 300 houses in the locality, yet the corporation decided there should be



shops there, apparently without consulting the trade and professional bodies. Mr. A. L. SAUL considered the resolution did not go far enough. Pharmacies should only be allowed if they were under the sole control of pharmacists. On the subject of group practices, Mr. CLITHEROW said that if retailing was going to become unprofitable pharmacists would have to earn their living from dispensing. Dispensing therefore must not be fragmented as it was today

but group practices should be set up. In medical group practices rotas were shared evenly and everyone was happy. The same would apply to pharmacies. Stocks required would be those for dispensing and there would be a saving on overheads. Group practice was probably more important in rural areas than in the city, commented A MEMBER. Pharmacists in small villages with two or three pharmacies, had difficulty in getting a holiday unless they engaged

locums. Mr. A. E. HUNTER (secretary) informed the meeting that he had received a letter from the Liverpool chief librarian stating that pharmaceutical specimens and books were being collected and catalogued, to form a pharmaceutical section of the technical library. They would be available for consultation daily and would be exhibited from time to time at local exhibitions concerned with Liverpool's history.

## National Pharmaceutical Union

### VIEWS ON WHITE PAPER TO BE DISCUSSED WITH SOCIETY

THE National Pharmaceutical Union Executive Committee completed its examination of the proposals contained in the White Paper on medicines legislation at its meeting on October 25. The committee's findings were to be discussed with representatives of the Pharmaceutical Society on November 6. The Committee felt that if there had to be a class of medicines sold outside pharmacy they should be listed as specific preparations and should be few in number. There should be no exemptions of groups of drugs or groups of products in general terms that would in practice permit the majority of existing unrestricted medicines to remain available from premises where no pharmacist was in attendance.

#### Classification of Antihistamines

The Committee reaffirmed its view that it would be unwilling to support any proposal for classifying antihistamine preparations as Schedule 4 poisons. However, if a reclassification became unavoidable, the Committee would consider it preferable that there should be a new schedule. General information about changes in the number of part-time persons employed and the hours they worked in members' pharmacies would be conveyed to the National Trade and Kindred Organisations Committee whose action committee was continuing its representations to Parliament about National Insurance contributions liability.

THE SECRETARY (Mr. J. Wright) reported details of two recent cases of hardship where members had attended court as witnesses involving absence from their pharmacies over periods of several days. Mr. C. H. SMITH gave details of a similar personal experience. It was agreed that the general practice pharmacist was in a unique position because of his legal liabilities to keep his premises open and under the continuous supervision of a pharmacist. A case could be made out for the pharmacist to receive special consideration, and the fact that a change in the law relating to witnesses, allowance would be necessary would not deter the Committee from pursuing such a course of action. As a first step the matter would be discussed with the Pharmaceutical Society.

The Committee continued its discussions on the preparation of the case for the preservation of price maintenance for medicines. Considerable expenses would be involved and it would be necessary to approach the members

generally for funds and a representative sample of members for information.

In presenting the report of the finance and general purposes committee the chairman (Mr. W. J. TRISTRAM) said that pharmacists who invested in the business purchase fund wishing to purchase businesses in Scotland were now on equal footing with pharmacists in other parts of the United Kingdom.

Mr. H. B. COULSON, presenting the report of the publications committee, referred to plans for new services to members in 1968. Examination of the services provided by other trade associations had pointed to a growing potential for additional types of business aid. The Committee had noted a growing interest among pharmacists in the use of typewriters for the preparation of dispensing labels and for business correspondence and was considering the merits of several machines. During November a new scheme designed to improve the availability of the British Medical Association's Family Doctor booklets to the public through private pharmacies would be introduced to members. To become stockists, members would be required to order only the eight most popular titles in their opening order. Other titles would be obtained directly from the B.M.A. by the customer after purchasing (at the normal booklet price) a special booklet voucher from the member. Free display units and demonstration booklets would be supplied with each opening order. If the scheme proved universally popular, general practitioners who were currently experiencing difficulty in ensuring that their patients could buy the booklets locally would be encouraged to reciprocate by displaying B.M.A. notices in their waiting rooms about the availability of the series at local pharmacies.

The Electrolux pharmacy refrigerator had proved to be a popular "business service." Further discussions with manufacturers of cash registers convertible to decimal coinage had taken place. The editorial subcommittee had approved the final proof of a brochure for pharmacy students which described the advantages of a career in private retail pharmacy. A series of staff training leaflets for use in conjunction with the N.P.U. products marketing scheme were approved in outline.

#### Marketing Plans

Mr. W. TALVAN REES (chairman, marketing committee) described plans for the Nu Flask range of vacuum

flasks and reported that excellent progress was being made by N.P.U. aerosol products. Promotional plans for N.P.U. shampoos and tissues with a wide consumer appeal were agreed.

In reporting upon the subjects discussed during the Central N.H.S. Committee meeting on the previous day, the chairman (Mr. G. T. M. DAVID) referred to the progress being made with discussions with the Ministry of Health on N.H.S. remuneration. The Committee had considered several methods of projecting the notional salary to produce an acceptable figure for the current year. It was decided to arrange an early meeting with the A.I.C. consultants and with the Central Committee's consulting statistician.

Contact had been maintained with the Ministry during the month about the Committee's claim for increases in the container allowance. It had been agreed to request a further meeting with the Ministry about the additional revision necessary should the proposal be accepted that chemist contractors be required to dispense in containers to particular specifications. A meeting of the oxygen subcommittee was being arranged to discuss points made by the Ministry in reply to the Central Committee's claim for increased hire rates for the loan of oxygen therapy equipment. It also decided to ask the Ministry to discontinue the requirement that Form EC 66 must be signed by the patient, or a representative of the patient, when oxygen equipment or gas was delivered by the pharmacist.

#### Concern Over Doctors' Dispensing

After again expressing concern at the continued delays in Ministerial action about dispensing by doctors, the Committee decided that a letter should be sent to the Minister requesting that a time limit be fixed for the B.M.A.'s rural area practices committee to make known its views to his department. A draft questionnaire on dispensing by doctors was approved for use by local Pharmaceutical Committees among chemist contractors to obtain the latest information on the present situation in rural areas.

Before the official proceedings, the chairman (Mr. H. G. Moss) on behalf of the Committee, presented a cine projector to Mr. J. Ferguson (deputy secretary) who was joining the secretariat of the Pharmaceutical Society. Later in the day the secretary presented Mr. Ferguson with a cine camera from the headquarters staff.





# C&D

## CHEMIST AND DRUGGIST

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### Devaluation and Afterwards

ONCE again the country has been confronted with a currency crisis. On this occasion (and for the first time since September 1949) the Government was forced to devalue the £ sterling. That that drastic step, and the accompanying economic measures (see p. 483) were necessary to redress the balance of payments and to prevent inflation on the home front, so soon after the deflationary actions of 1966, must be viewed with dismay and apprehension. So much has been written and said on the consequences of devaluation since the event took place that readers will be largely familiar by now with what to expect. Theoretically (and we hope also in practice), exports should be easier to sell in those countries in which devaluation has not taken place while, on the other hand, imports will be dearer. The cost of living will go up by anything between 2½ and 4 per cent., according to the assessment of the political party one supports. There are, of course, so many unknown factors to be taken into account that such figures must be viewed with scepticism. What is in no doubt is that British exporters will have to sell over 16 per cent. more goods abroad in order to get the same return of foreign exchange that they achieved previously; that their foreign competitors will not stand idly by; and that any advantage currently held by Britain will not last for long.

It is certain too that prices at home will rise. In the pharmaceutical industry, for example, many pharmaceutical chemicals are dependent upon imported raw materials, and makers who use them are currently examining the position. Practically all crude drugs and essential oils will also be dearer. Some already are. On the home front too, the increase of corporation tax by 2½ points is expected to raise an extra £80 million revenue; the withdrawal of selective employment tax rebates for manufacturers, except in development areas, is expected to save £100 million, and the abolition of the export rebate another £100 million. It is to be hoped that the high bank rate will not have to stay for many weeks, for at such a level borrowing for expansion of industrial concerns, will surely be prohibitive. In any event, save in the furtherance of exports, bank loans will be difficult to raise.

All must hope that devaluation, together with the other deflationary measures taken, will succeed, but so much will depend on the nation's export effort. Personal income tax reliefs to offer incentives to all to work harder might be considered by the Chancellor. It would seem timely and fruitful.

### Tomorrow's Tablets

THE "Tomorrow's World" television programme on November 15 (see p. 486) was no doubt motivated to promote the speedy adoption of a system of coding all medicinal tablets. A subject and purpose legitimate and even eminently suited to a television discussion.

Yet are we alone in thinking that the impression viewers will have gained is of a wicked or reactionary Pharmaceutical Society condemning 2,000 Britons to death by accidental poisoning?

To some extent the Society has only itself and the members of the Association of the British Pharmaceutical Industry to blame. Only after the Association had turned down the idea of coding tablets as impracticable did Arthur H. Cox & Co., Ltd., go ahead and work out its Co-tab system, which certainly, whatever its shortcomings, deserved better than to be dismissed by the Society's journal as "not much more than a sales gimmick". We do not know what evidence there was for saying that the Ministry "encouraged" a single manufacturer to launch its scheme in isolation. What we find hard to accept is that, in the circumstances of the time, when it appeared that neither the industry nor the Society was seriously interested in devising a scheme that would be operable by all, the Ministry "deserved censure for having allowed" the Co-tabs scheme to be launched.

However, though we have criticised the Society, we still think it was harshly and unfairly dealt with in the programme, and that it represented pharmacists as being antisocial, which they are certainly not. Mr. Blacow was left to appear almost personally responsible for the slow progress towards a universally enforceable system of markings. When four groups (the doctors, the industry, the Society and the Ministry) have all to reach agreement on a scheme, progress is bound to be slow. They are, however, meeting at the Ministry of Health on November 27 to consider, it is understood, the setting-up of a working party representative of all four groups. The important thing is that the scheme should be as nearly perfect as possible when put into operation.

### Revaluation for Women Pharmacists

IN one respect the latest National Joint Industrial Council agreement (p. 486) is unlike any of its predecessors. For the first time there is no separate scale for women, the N.J.I.C. having agreed that from now on the rates for men and women shall be identical. The battle of women for equal pay has been going on for a long time in many spheres of activity. In a few, victory came early. In many more a successful outcome may be well in the future. On a time-table basis pharmacy can claim that its place in the league table is not shamelessly low. Perhaps that situation is due to organised effort by women pharmacists themselves. The National Association of Women Pharmacists has been making intensive efforts for some time to bring it about. The Association and its officers are to be congratulated on the success of their labours. In a few years—who knows? — it may seem strange that there ever existed any sex differential. Will the Association by its achievement have robbed itself of any basis of recruitment, so that it gradually fades out of existence, or are there other issues that demand feminine solidarity? Time will show.



# Pharmaceutical Society of Ireland

## MONTHLY MEETING OF COUNCIL

THE two-tier price system, under which manufacturers sell drugs more cheaply to local authority hospitals and dispensaries than to community pharmacists, was referred to by MR. T. S. HARTY at the monthly meeting of the Council of the Pharmaceutical Society of Ireland in Dublin on November 14. Mr. Harty said Kerry Pharmacists' Association had asked him to mention the subject. The time had come to have the matter explained, so as to prevent the public from blaming community pharmacists for price discrepancies.

THE PRESIDENT (Mr. M. L. Cashman) explained that the Government invited tenders on behalf of local authority institutions "and then the rat race develops." In order to compete, some firms were obliged to quote at prices lower than those obtaining on the English market. Some other system than the present tender system was needed.

Council approval was given to a recommendation of the pharmaceuticals department of the School of Pharmacy for changes in the arrangements for examinations in the compounding of medicines and in posology. PROFESSOR R. F. TIMONEY (dean of the College) said that the professional requirements for attaining satisfactory standards in those sections of the pharmaceuticals course should be satisfied before the degree examination. That would eliminate difficulties that had arisen in degree examinations when there was a conflict between the professional and scientific requirements. Schools of pharmacy in Britain had adopted similar procedures to overcome the problem.

A letter from the *Garda* Representative Body pointed out that for many years the Dublin Metropolitan *Garda* Division had had an arrangement under which members of the force serving in Dublin had their medicines made up in a particular pharmacy. The Division's fund paid part of the cost of those requirements. Under a new arrangement prescriptions could be made up at any community pharmacy and, after paying, the patient could forward the account to the Representative Body, which would meet 90 per cent. of the cost.

The registrar was directed to reply to a letter from Cork Health Authority pointing out that Pharmaceutical Assistants were not eligible to carry out duties in local-authority dispensaries and to quote the relevant section of the Act.

MR. J. P. O'DONNELL reported on his visit to Toronto as the Council's representative at the annual Council meeting of the International Pharmaceutical Federation. He stressed the advantages of associate membership of the Federation, which cost 30s. and entitled members to many privileges, including the quarterly official journal and a quarterly bulletin. Mr. O'Donnell appealed to pharmacists, medical representatives and associations of industrial and hospital pharmacists to apply for membership. THE PRESIDENT thanked Mr. O'Donnell for his report and MR. M. F. WALSH said he would like a copy sent to the Practice of Pharmacy Committee.

### *W.H.O. Anniversary*

A letter was received from the International Pharmaceutical Federation informing the Council that the World Health Organisation would celebrate its twentieth anniversary in 1968. The organisation was making available, for those ordinary members who wished to contribute, a kit containing articles, data and photographs on the theme "Health in the World Tomorrow"; several issues of *World Health* magazines devoted to the anniversary theme; a volume of "The Second Ten Years of W.H.O." (to be issued in the spring of 1968); and films for cinema and television projection. It was decided to write for the available material and to arrange, if possible, for the showing of the films on *Telefis Eireann*.

A letter was received from the Department of Health concerning the question of mutual recognition of professional diplomas in the event of Ireland joining the Common Market and stating that an officer of the Department would be going to Brussels shortly to obtain further information on that and other matters. THE REGISTRAR explained that a deputation was discussing the matter on November 16 with officers of the Department.

### *Health Service Negotiations*

THE REGISTRAR reported on a recent meeting between the Joint Negotiating Committee on the Health Services and members of the Council and of the Irish Drug Association Committee. It had been decided to convene a meeting of pharmacy delegates in the College of Pharmacy at 3 p.m. on December 3 to discuss the Health Services. Two delegates from each county would be invited to meet the Joint Negotiating Committee. Current developments would be considered, and the meeting would be asked to approve negotiations that had taken place to date. Also to be discussed would be a suggestion to broaden the structure of the Negotiating Committee.

THE PRESIDENT said it was intended to broaden the activities of the Council and the I.D.A. Committee so as to get the support of the entire profession. There seemed to be a feeling that things were being done by "people in the city," without consulting members from the provinces. The meeting would seek to broaden the scope of activities and to establish better communications. Mr. Cashman considered that a meeting of all pharmacists would be premature at present, although, as negotiations proceeded, it might become necessary.

MR. R. J. POWER said there was a feeling that the terms of reference of the Negotiating Committee should be broadened to allow local groups to put forward problems. THE PRESIDENT warned members not to infer that the meeting on December 3 would solve all problems.

The Medical Registration Council had notified the Council, that, at its statutory meeting on November 7, amendments had been adopted to the British Pharmacopoeia, 1963, and to the Addenda 1964 and 1966, with effect from November 1 (see *C. & D.*, September 9, p. 222).

Arising out of the Education Committee's report, the Council agreed to appoint Mr. Owen Corrigan, B.Sc.Pharm., to be an assistant on the College staff.

During consideration of the Law Committee's report, MR. H. P. CORRIGAN informed Mr. O'Donnell that any *Garda* officer holding the rank of sergeant, or higher, was entitled to examine a pharmacist's poisons register. The registrar told MR. O'DONNELL, who asked: "Are they entitled to take the register away?" that he would be inclined to say "No," except in cases where a register might properly be used in evidence.

Apologies for absence were received from Messrs. T. R. Miller, M. Power and T. B. O'Sullivan.

The Registrar reported the deaths of Patrick J. Fleming, M.P.S.I., and Michael Whelan, M.P.S.I.

Mrs. Margaret M. Robinson (*née* Ryan) L.P.S.I., having submitted a marriage certificate was granted change of name in the Register.

The names of Desmond P. O'Shea, L.P.S.I. and Patrick N. Ward, L.P.S.I., were restored to the Register.

Cornelius Maguire, L.P.S.I., Ballyshannon, co. Donegal, was elected to membership.

Nominated for membership were: Mrs. Marie T. Leane (*née* Buckley), L.P.S.I., Knockenagh, Listowel, co. Kerry; Patrick J. Griffin, L.P.S.I., Tullow, co. Carlow; Patrick N. Ward, L.P.S.I., Market Street, Monaghan and Alexander G. Wilson, L.P.S.I., Dalkey, co. Dublin.

(To be concluded)



# "Evening Meeting" on Sainsbury Report

## PHARMACEUTICAL SOCIETY INVITES GUEST SPEAKERS

A PANEL of five speakers representing various pharmaceutical and medical interests gave their views on the Sainsbury report to members of the Pharmaceutical Society at one of its Evening Meetings on November 16, the president (Mr. Allen Aldington) in the chair. Mr. J. A. Baker, B.Pharm. M.P.S., (Group Chief Pharmacist, Westminster Hospital, London) spoke as a hospital pharmacist; Dr. G. R. Fryers, M.D., M.R.C.P. (managing director, the Bayer Products Co.) gave the views of an industrialist; Dr. F. Hartley B.Sc., Ph.D., F.P.S., F.R.I.C. spoke as dean of the School of Pharmacy, University of London; and Dr. A. Kekwick M.A., F.R.C.P. (director of the Institute of Clinical Research, Middlesex Hospital, London) appeared to give an expert opinion on that subject. The fifth speaker, Mr. C. C. B. Stevens, LL.B., F.P.S., though he is in industry as well as being a member of Council of the Pharmaceutical Society, disclaimed any intention of giving any point of view but his own, though he said his views were coloured by his legal training and influenced by over twenty years in the industry, preceded by a number of years in general practice (private, multiple and Co-operative). He had also been associated with the hospital service for fourteen years.

### "Could Profoundly Affect Future"

DR. HARTLEY said the Sainsbury report proposals were far-reaching and in the aggregate could profoundly affect the future development of the industry, the range of products supplied under the National Health Service (with important consequences for all pharmacists), and the scale and nature of future research in the industry. The report recorded in chapter 8 that the industry had a creditable record of progress and success and then gave reasons for not recommending nationalisation of the pharmaceutical industry. He was glad the report came out so clearly against State ownership of the industry for he believed that only under private enterprise would a flow of worth-while new drugs be secure. But, as the report pointed out, that implied that the operations of companies would continue to be in a large measure guided by the search for profits. Having concluded that governmental supervision or regulation of prices was needed, the Committee proposed a new division of the Ministry of Health staffed with chemical engineers and cost and works accountants to help supervise and assess cost returns.

It was for the Government to decide whether the probable cost of such extended efforts would achieve compensatory savings. The difficulties of probing costs of foreign-owned companies were shown to be considerable. That Swiss owned companies had produced accounts showing that they had earned only 8.7 per cent. gross on capital employed in 1965, against 14.9 per cent. in 1961, while British and U.S. owned companies had produced accounts

showing much higher returns on capital, emphasised the need to check taxation aspects — so the Inland Revenue had to be brought into the picture. The question whether, for the economy of the United Kingdom, it was desirable to encourage the introduction or expansion of firms owned abroad was suggested as worthy of study by an Economic Development Commission for the industry as such. Such a commission would need to note that 49 per cent. by value of medical specialities prescribed under the National Health Service were accounted for by U.S.-owned firms, 14 per cent. by Swiss-owned firms, 14 per cent. by other European-owned firms and only 27 per cent. by British-owned firms. Yet the British-owned manufacturers accounted for 40 per cent. of total sales of prescription medicines manufactured in the U.K. That was because they were by far the largest exporters. Indeed, British-owned firms earned for Britain over £30 million, while U.S.-owned companies had an adverse balance on receipts and payments of £1 million, while the Swiss-owned companies had an even larger adverse balance (£3.4 million).

### Effect on Research

It was in respect of its effect on the future of research that the Sainsbury Committee's conclusions and proposals must finally be judged. No company could consider its research expenditure justified unless it had prospects of return in future profits. It must retain protection for its discoveries until a market for its new products had been established. "Protection may be by trade mark, by process patent, or by product patent, but some protection there clearly must be. I think the trade-mark issue has become confused by the highly successful polypharmaceutical products and the alleged merits of particular forms of presentation of known and non-patented drugs." So long as people needed medicines, declared Dr. Hartley, there would be need to produce them in the U.K. British-owned companies in the U.K. would prosper only in so far as they continued to search for new products. Small research groups were unlikely to bring the returns to guarantee their survival. "So I think we shall in future have fewer groups of research — perhaps only five or six in the U.K. as a whole, and I think there will be diminishing scope for "me-too" drugs and the polypharmaceutical formulations on which so much sales promotion is at present expended."

Foreign firms would continue to do their research in their own countries. Overall, said Dr. Hartley, he saw little danger that the flow of really worth-while new drugs would disappear. "Me-too" drugs might. Formulations of several ingredients might and (perhaps largely should) disappear. "We may have to pay more for some foreign drugs in the future, so the taxpayer may not gain overall. But, for the pharmacist,

pressures on prices and sales promotion efforts will affect the range of products he handles and the return in oncost." Dr. Hartley considered that the recommendation in the report would diminish the economic return on mere variants of products and on mixtures of substances unless their novelty included real advantages in effectiveness, safety or convenience in use. Such an outcome might well reduce the amounts and variety of products prescribed under the National Health Service, with considerable consequential effects for the pharmacist but not necessarily overall for the taxpayer.

### Medicines Commission Welcomed

MR. BAKER said it was difficult to predict the final outcome of introducing all Sainsbury's recommendations piecemeal. He believed the first step should be the creation of a Medicines Commission which would not only ensure the more consistent efficacy, safety and quality of medicines but, by promoting their more rational use, could also significantly affect their overall cost, if only by ensuring better value for money. He supported the concept of an independent Commission, as favoured by Sainsbury, because it must be able to act with an impartiality that might well be jeopardised if there were direct responsibility to the Health Minister, as envisaged in the White Paper. The Dunlop Committee had done a fine job in its first three years and one hoped that its versatility and flexibility would not be impaired when it was taken under the wing of the Medicines Commission. He welcomed the suggestion that the Macgregor Committee or its equivalent should assess the claims of efficacy of all products before they were licensed, and hoped that advice and some measure of control over clinical trials would be exercised by the Commission.

Sainsbury was wise in not advocating that the Commission should have direct control over advertising and promotion, and the concept of using an agreed control document as a standard also appeared sound. The Committee recognised the need for more independent advice to doctors. Hospital pharmacists had played a significant part in promoting the economic and rational use of drugs, and he hoped that, with more suitable academic training and experience in the future, they would come to have the value of those services properly recognised. He was opposed to the suggestion that the Medicines Commission should ultimately become the sole source of information on drugs, thereby dispensing with the need for medical representatives and independent reviews. He was strongly against further government use of Section 46 of the Patents Act or to the continued use of Section 41, but agreed with Sainsbury that the period of patent protection was excessive, particularly in view of the repeated claims by industry that many products became rapidly obsolescent, and despite the



known fact that delays occur between patenting and marketing drugs.

Sainsbury's recommendation to abolish brand names was perhaps the most controversial issue. It was one he strongly supported. Much of what he had heard and read on the subject had not taken due consideration of the protection afforded by existing patent law, nor of the protection that would be afforded by the statutory licensing of all medicines. The report indicated that brand names stifled price competition and caused confusion to doctors. From investigations carried out at Westminster Hospital and elsewhere, he would add that, so long as a drug went by two or more names, many patients in hospitals would continue to receive the wrong treatment. That was a major problem for the nursing profession, which administered nearly 20 per cent. of all drugs consumed by the National Health Service. It should also be remembered that Sainsbury's recommendation would be applied only to new products and not to existing ones and that, in the words of the report, "the name of the drug may be chosen by the company first introducing it but should be approved by a responsible authority." Major innovations would almost invariably be protected by patent. They would be afforded the same protection, both at home and abroad, as at the moment. The name of each product would be licensed, thereby preventing anyone else from using it unless licensed by both the patent-holder and the Medicines Commission. Products containing no patented ingredient would be protected by a name licensed with the Medicines Commission. All such products would have had to secure approval as safe, effective and of appropriate quality. No competitor would be able to use the same name unless he could equally demonstrate the same properties. Abolition of brand names would end the monopoly position now enjoyed by increasing numbers of products that were out of patent or unpatented. It would discourage the practice of polypharmacy and would reduce the rate of proliferation of new medicines, many of which served no new useful purpose.

#### "Not Convinced"

The industry claimed that a doctor commonly prescribed by brand name because he wanted the drug from a particular maker whose name he associated with quality. On that point, which he had put to a number of doctors, he

was not convinced. "In fact the doctor prescribes the brand name because he remembers it..." After complimenting Ministry officials on their conscientious efforts to achieve success in the voluntary price regulation scheme, the report concluded that the system had major limitations. In its place was proposed a complicated, expensive, almost bureaucratic system to which he was strongly opposed. "Before we resort to this system let us first see the effects of the Medicines Commission, the abolition of brand names, and any changes to the patent law. He believed more effort should be exerted to make doctors cost-conscious, so as to ensure that they selected and used drugs more rationally.

Summing up, Mr. Baker said he believed the Sainsbury report to have been a good thing. Whilst he could not agree with all its recommendations he hoped it would bring about changes for the better, particularly in connection with the safety, efficacy and quality of drugs and their more rational and economic use by doctors.

#### White Paper Compared

MR. STEVENS said that the Sainsbury report and the White Paper on medicines legislation were in many respects complementary, in others antagonistic. It was important to bear in mind that the White Paper represented the views of the Ministry, reached after careful deliberation and discussion following the findings of an inter-departmental committee, whereas the Sainsbury report comprised recommendations to the Ministry. "We have yet to know how widely those recommendations will be received, and how they will be put into effect."

The report could be divided into five main parts (the Medicines Commission, patents, trade marks, pricing and the development council). The recommendation concerning the Medicines Commission should be acceptable to all. For too long theoretical legal control of medicines in the United Kingdom had been almost non-existent. Anybody without experience or technical qualifications could manufacture medicines, and that had been a serious difficulty in the export trade. A Commission was "sound economics." The industry having experienced previous good working with voluntary bodies, he considered the same co-operation and freedom from bureaucracy, rather than insistence on the letter of the law, should also apply under the Commission. He sided with the White

Paper's detailed proposals on membership of the Commission and its responsibilities rather than with Sainsbury, having regard to the vast amount of knowledge and experience in the Ministry of Health and its responsibility to Parliament. He was pleased that the efficacy of a preparation or drug was to be a criterion of licensing, but it must be fairly interpreted. Likewise he was glad "comparative efficacy" had been rejected, as being difficult to assess. It had not worked overseas.

#### Existing Drugs

On the subject of clinical trials, he hoped the Commission would recognise the difficulty of getting them done on existing drugs. It should bear in mind that many of them had worked well "for hundreds of years."

He doubted the value of placing a control document before the doctor. The recommendation appeared to suggest that a medical representative was somebody who could not be trusted. On that subject the White Paper requirements were better. Industry must have the opportunity to make representations if a manufacturer felt aggrieved at information circulated by Medicines Commission.

He regretted that the Sainsbury Committee had not come to a decision on patents and that the period of uncertainty continued; he hoped the Patents Committee would deal expeditiously and fully with the problems. Section 41 of the Patents Act should be repealed, as encouraging non-researchers and undermining the work of British industry.

#### "Regrettable" Recommendations

The Sainsbury recommendations on trade marks were also regrettable. They would cause price to be the ultimate standard, perhaps at the expense of quality. The recommendation would, moreover, favour overseas competitors. Overseas medical journals, particularly American, could use trade marks. In overseas operations British firms must continue to use trade marks, so the recommendation would make it necessary for them to produce two packs, one for overseas and one for the National Health Service, again increasing costs. Trade-mark legislation and procedure were international in character, moreover, and retaliatory reaction might well be taken against British companies by overseas Governments. In some countries, indeed, a speciality was not accepted for registration unless sold under a trade mark.

#### PLATFORM PARTY:

Speakers and officers of the Pharmaceutical Society at the evening meeting on the Sainsbury report. Left to right, Messrs. J. A. Baker (Group Chief Pharmacist, Westminster Hospital); and A. Howells (vice-president, Pharmaceutical Society); Dr. F. Hartley (Dean of the School of Pharmacy, University of London); Messrs. Desmond Lewis (secretary and registrar, Pharmaceutical Society); and Allen Aldington (president of the Society); Dr. G. R. Fryers (Bayer Products Co.); Mr. C. C. B. Stevens (Imperial Chemical Industries, Ltd.); and Professor A. Kekwick (director, Institute of Clinical Research, Middlesex Hospital).





### No "Must" About Clinical Trials

The exclusive concern of DR. A. KEKWICK was with clinical trials. There was an increasing demand for such trials, he said, but it was rubbish to say they "must" be provided. A clinical trials subcommittee could not command or compel clinical trials, though it could control their format. In doing so it might tend to increase the amount of information demanded, and that would cause fewer trials to be done. The data provided to and the questions asked of those conducting clinical trials were often wrongly posed. The best safeguard of effective trials was that the manufacturer should design them wisely and should publish the method for scrutiny before the trial was embarked upon.

### Contradictions in the Report

The contradictions of the Sainsbury report were what principally provoked comment from DR. GORDON FRYERS. In favour of the report Dr. Fryers recognised that it concerned itself not with the whole pharmaceutical industry but with the "innovating" pharmaceutical industry, and that it accepted the value of competition between industrial research teams. But its sections, he said, did not hang together, and its conclusions were not always the logical outcome of its arguments. To change the system in Great Britain alone might selectively damage British-based companies. The report recognised that prices of research-based drugs could not be based directly on costs, and that doctors had learned most about new drugs from industry itself; it also rejected the idea of centrally taken decisions on what drug a prescriber might use. The report rejected the export criterion as a means of negotiating National Health Service prices, yet admitted that there was no evidence that the system had caused increased prices to the service.

The combined effects of the Sainsbury proposals for abolishing brand names and modifying patent licence procedures would quickly bring "copying" manufacturers on the scene, and no manufacturer would then be likely to spend much on research in Britain. Another consequence of the abolition of brand names would be that chemists would not only stock the house brand that gave them the greatest quantity discount, but would also have to stock every other house brand any doctor might prescribe. So the range of products they would have to hold would be increased, not reduced. Those changes seemed to be opposed to the intentions of the Committee and were all at the expense of the industry's innovating segment.

Dr. Fryers claimed that, under product competition as opposed to price competition, price, though only one element in the situation, was still a factor. Manufacturers' awareness of doctors' cost-consciousness influenced the prices at which new products were launched. Product competition, however, was much slower than price competition as it existed in, say, the food industry. Its period of operation might well be a five-year cycle. If its control of prices was indirect, product

competition nevertheless controlled profits. The public benefited, in his view, when more products reached the market and were subjected to such competitive influences. Where "public interest" lay in these matters neither Sainsbury nor anybody else was yet in a position to say.

The speakers having presented their papers, MR. ALDINGTON called upon each in turn to deal with points raised by his colleagues. DR. HARTLEY said that Dr. Fryers had mentioned that the pharmaceutical industry was international, but in its internationalisation the British pharmaceutical industry had attracted more non-innovators than the American industry, which probably supplied half the world's drug requirements. It was difficult to "start the world again," but that did not mean that the present situation must be accepted. Many people had said that the industry had done a creditable job, and the industry claimed that, except for a few cases of abuse, its record was satisfactory. The problem was to deal with those few cases, and Sainsbury did not help in their identification.

### Export Trade Problems

MR. STEVENS said he had been asked why the export trade would suffer if brand names were banned. The report admitted that an innovating company should have some protection. In the United Kingdom product and process patents provided ample protection to recoup research expenses, but in some other countries there were only process patents, which in his experience were not immune from attack or avoidance. Without their export business 90 per cent. of British pharmaceutical companies would not be viable and their efforts were also essential in connection with the country's balance of payments. He reminded his audience that some time ago France had had a restriction on brand names, and they found they were entering the 20th century "going downhill." What had they done? They had changed their legislation.

PROFESSOR KEKWICK said there was a well known statement among medical practitioners that they had to use a new treatment within the first two months of its life "before it became worthless." He hoped he would not hear anything further about clinical trials because there would not be any "unless somebody does something about it."

DR. FRYERS said that many of the combination preparations about which there had long been argument were good and so valuable in general practice that they were here to stay. Brand names were important in reducing the cost of promotion and giving a return, so that profits were available for innovation. Only about one drug or preparation in eighteen had a satisfactory alternative and the appendices to the Sainsbury report merely showed the folly of the questions asked, since the doctors who gave replies were clearly visualising different patients.

First contributor to the general discussion was MR. G. M. FOX, Chalfont St. Giles, Bucks, who wanted to know what was a "reasonable" profit. That was a "subjective" matter. It was fantastic that the Committee should have

tried to decide what the value of a medicine was: it could not be judged by an independent committee. From the "overflow" meeting, at which the president announced that over 200 were present, MR. D. W. BEAUMONT stressed the importance of aspects of formulation, such as particle size and disintegration times, and he insisted that brand names were an assurance to the user that the products were satisfactory. MR. JOHN JACOBS, Jerusalem, Israel, said that the appendices in the Sainsbury report showed that over 200 drugs were in use for five clinical conditions. Were so many "lingers" needed? He hoped that, if the Medicines Commission came about, it would give freedom and latitude to use drugs to all who worked in the National Health Service and at the same time provide accurate information concerning the drugs.

MR. M. O. F. TAPPER (Upjohn, Ltd.), said there was more and more evidence that different formulations affected the efficacy of preparations.

### "A Guilt Complex"

MR. J. W. HADGRAFT, as a hospital pharmacist, asked whether the speakers would agree that an innovator, but not his successors, should be allowed to use a brand name. There was a "guilt complex" in Britain at the cost of N.H.S. drugs, but it was less per person than in many other European countries.

MR. A. J. DOUGLAS, South-east London, said that practising pharmacists feared that the commercial success of a product was due not to its excellence but to the money spent on its initial propaganda. Only recently had price competition become a factor with drugs, and it was curious that competitive products should all, as on some recent occasions, be reduced the same day.

MR. BAKER agreed that formulations played an important part in product development, but said standards were still pharmaceutical. It had not yet been possible to relate formulation to biological efficiency. He did not believe the hospital problem would be overcome by allowing the innovator to use a brand name. All drugs currently had at least two names and the nursing staff administered about 20 per cent. of N.H.S. drugs, and not on an individual basis. That led to errors. He was not suggesting that the industry was responsible for that situation but something ought to be done about it.

DR. FRYERS mentioned that the U.S. Army now required, with every batch of products, proof of biological efficacy besides proof of assay standards. To Mr. Jacobs he said it was often difficult to delete old products that had proved particularly satisfactory for certain patients. He assured everybody that the industry wanted to delete old products but it was not always possible to do so. He countered the criticism that sales methods partly determined sales by saying that an invention was not of much use unless people knew about it. Selling did matter, both to the industry and to the public. He thought the nuisance of duplicated names would decline, because the more unsatisfactory companies would go to the wall.



## TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, NOVEMBER 22: Trading conditions were chaotic in the markets on Tuesday (November 21), the first day the markets were open after sterling was devalued. By the time this report was prepared no firm spot prices for CRUDE DRUGS could be ascertained and it is expected that several weeks must elapse before normal conditions return. Meanwhile the forward positions have been marked up to take account of the new value of the pound overseas and nominal spot rates generally were up by about 15 per cent. Where the holder has a fair stock of a commodity it is likely that he will dispose of it at the old price, but if only a small quantity is held then the replacement value is more likely to be quoted. Stocks in any event are believed to be small through a variety of reasons. Shipments of SENNA from the port of Tuticorin during October were:—

	U.K. Tons	U.S. Tons	Europe Tons
SENNA			
LEAVES	8	17	303
PODS	6	2	113

ESSENTIAL OILS were in the same position as crude drugs. No price changes were notified in PHARMACEUTICAL CHEMICALS but there will undoubtedly be a large number marked up in the course of the next few weeks. Expected to rise are most VITAMINS, and salts of BISMUTH, ZINC and COPPER. MERCURY went up from £180 per flask of 76-lb. to £210 thus MERCURIALS will rise. IODINE being an imported item will also cost more thus IODIDES will be dearer.

### Crude Drugs

ACONITE.—Spanish *napellus*. 3s. 6d. lb.; 3s. 3d., c.i.f.).

AGAR.—Kobé No. 1, 25s. lb., c.i.f.

ALOE.—(Per cwt.). Cape primes, shipment, 225s., c.i.f.; Curacao, 425s., c.i.f.

ANNATTO.—Madras, f.a.q., seed, spot 160s. cwt.

BALSAMS.—(per lb.). CANADA: 35s. 6d., c.i.f.; COPAIBA: B.P.C. 10s. 9d., c.i.f.; PERU: 13s. 6d., c.i.f.; TOLU: B.P., 12s. 6d.; genuine as imported, 41s. 6d., c.i.f.

BELLADONNA.—LEAVES, 4s. 3d. per lb., c.i.f. HERB, 2s. 11d., c.i.f.; ROOT, 1s. 11d., c.i.f.

BENZONIN.—Sumatra block B.P.C., spot £27 per cwt.

CALUMBA.—Mozambique root, 125s. cwt., c.i.f.

### VALUE OF THE POUND

At the opening on Tuesday

Amsterdam .....	Florins to £	8-688
Bombay .....	I. Rupee	18
Brussels .....	Francs to £	120
Copenhagen .....	Kronor to £	18
Frankfurt .....	D. Marks to £	9-8
Hong Kong .....	H.K. dollars	16
Karachi .....	P. rupee	11-429
Lisbon .....	Escudos to £	89
Milan .....	Lira to £	1,500
Montreal .....	Dollars to £	2-595
*New York .....	Dollars to £	2-4
Oslo .....	Kronor to £	17-143
Paris .....	Francs to £	11-849
Stockholm .....	Kronor to £	12-416
Zurich .....	Francs to £	10-494

\*Bank of England official limits. Bank rate: 8 per cent from November 18.

CAMPOR.—B.P. powder 6s. per lb. spot; shipment nominal.

CAPSICUMS.—Ethiopian off-stalk, 280s. cwt. (255s., c.i.f.). Kenya, 185s., c.i.f.

CARDAMOMS.—(per lb.). Alleppy greens, 18s. 6d. (15s., c.i.f.). Prime seed, 33s. (28s., c.i.f.).

CASCARA.—Shipment, 285s. cwt., c.i.f.

CASSIA.—*Lignea*, spot, 360s. per cwt., duty paid.

CHERRY BARK.—Thin natural, 2s. 5d. lb., c.i.f.

CHILLIES.—Zanzibar for shipment, 300s. cwt., c.i.f.; Mombasa, 315s., spot, nominal.

CINCHONA BARK.—*Succirubra* from 2s. to 2s. 6d. per lb. according to test.

CLOVES.—Zanzibar, spot quoted at 3s. per lb.; shipment, 3s., c.i.f.

COCHINEAL.—(Per lb.). Canary Isles silver-grey, 16s. 6d. (15s. 6d., c.i.f.), spot; black brilliant, 26s. (25s., c.i.f.). Peruvian silver-grey, 14s. 6d., c.i.f.

COCILLANA.—Bark, 3s. 4d. lb., c.i.f.

COLOCYNTH PULP.—Spot, 4s. 3d. per lb.; shipment, 4s. 1d., c.i.f.

CUBEBS.—Spot quoted at 285s. cwt.

DANDELION.—Root, 240s. cwt., c.i.f.

ERGOT.—Portuguese—Spanish, 8s. lb. (7s. 6d., c.i.f.).

GENTIAN.—Spot, 225s. per cwt.; 215s. c.i.f.

GINGER.—(per cwt.). Nigerian split, 175s.; peeled, 185s.; Jamaica No. 3, 340s. all spot.

GUM ACACIA.—Kordofan cleaned sorts, shipment, 245s., c.i.f.

HONEY.—(per cwt., ex store). Australian light amber, 132s. 6d. to 137s. 6d.; and medium amber, 110s. to 115s. Argentine, 107s. 6d. to 112s. 6d.; Canadian, 170s. to 175s.; Mexican, 112s. 6d. to 125s.; Chinese, 90s. to 100s.

HYDRASTIS.—38s. 6d. per lb., c.i.f.

HYOSCYAMUS.—Niger, 2s. 2d. lb., c.i.f.

IPECACUANHA.—(Per lb. c.i.f.). Matto Grosso, 49s.; Costa Rican, 54s. 6d.; Colombian, 47s. 6d.

JALAP.—Mexican ROOT, 6s. 6d. lb., c.i.f.; TUBERS, 4s., c.i.f.

KARAYA.—No. 1 f.a.q. gum, spot, 300s.; No. 2, 200s. per cwt.

KOLA NUTS.—West African halves are 7½d. per lb. on the spot; shipment, 6d., c.i.f.

LANOLIN.—ANHYDROUS, B.P. is from 2s. 2½d. to 2s. 6d. per lb. in 1-ton lots delivered free drums. Commercial grades from 1s. 4½d. and cosmetic, 2s. 8d.

LEMON PEEL.—Spot, partially extracted, 1s. 3d. lb.; unextracted for shipment, 2s. 6d.

LIME FLOWERS.—Spot, 2s. 2d. per lb.

LIQUORICE.—ROOT, Russian, 67s. 6d. per cwt.; Anatolian, 57s. 6d.; Anatolian decorticated, 170s. BLOCK JUICE: Anatolian, 210s. to 220s. per cwt.; Italian, 193s.; sticks from 244s. to 460s. per cwt.

LOBELIA.—(lb. c.i.f.). Dutch, new crop, 4s. 8d., American, 12s. 6d.

LYCOPodium.—17s. 6d. lb., nominal.

MACE.—Grenada No. 1, new crop, 9s. 6d., c.i.f.

MENTHOL.—(Per lb.). Chinese, November-December shipment, 34s., c.i.f., spot, 35s., in bond. Brazilian for shipment, 30s., c.i.f.; spot, 30s., in bond.

MERCURY.—Spot, £210 per flask of 76 lb., ex warehouse.

NUTMEGS.—(Per lb.). West Indian, defectives, 4s. (2s. 9d., c.i.f.); sound unsorted, 4s. 3d., c.i.f.; 80s, 5s. 9d., c.i.f.

NUX VOMICA.—Shipment, 92s. 6d. cwt., c.i.f.

ORANGE PEEL.—Spot: Sweet ribbon, 1s. 8d. per lb., bitter quarters; West Indian, 10½d.; Spanish, 1s. 9d.

PAPAIN.—Ceylon brown, 24s. lb., spot.

PEPPER.—White Sarawak, spot, 3s. 2d. lb., shipment, 2s. 11½d., c.i.f.; Brazilian black No. 1, 2s. 11s. lb., duty paid.

PIMENTO.—New allocation, up to November 30, sellers option, 700s. cwt., f.o.b. Jamaica; 740s., c.i.f. delivered weights.

PODOPHYLLUM.—*Emodi*, 185s. cwt., c.i.f.

QUILLAIA.—230s. cwt., c.i.f.

RHUBARB.—Various grades offered at from 10s. to 35s. per lb. spot.

SAFFRON.—Mancha superior, spot, 1,000s. per lb.; Rio, 970s.

SARSAPARILLA.—Jamaican, 3s. 2d. lb., c.i.f.

SEEDS.—(Per cwt.). CARAWAY.—Dutch, 165s., spot. CORIANDER.—Moroccan, 135s., duty paid (114s., c.i.f.). Rumanian whole seed, 110s., c.i.f. CUMIN.—Iranian, 200s., duty paid. DILL.—Indian, 130s., spot; shipment, 110s., c.i.f. FENNEL.—Chinese, 135s., duty paid (97s. 6d., c.i.f.). FENUGREEK.—Moroccan 92s. 6d., duty paid; shipment, 76s. 6d., c.i.f. MUSTARD.—English, 75s. to 95s.

SENEGA.—Canadian, 31s. 6d. lb., c.i.f.

SENNA.—(Per lb.). Tinnevely LEAVES spot; Prime No. 1, 2s. 3d. nominal; No. 3, f.a.q., 1s. 4½d.; shipment, No. 3, 1s. 5d., c.i.f. PODS: Tinnevely hand-picked, 2s. 6d. to 2s. 9d.; manufacturing, 1s. 9d., shipment, 1s. 11d., c.i.f. Alexandria hand-picked spot, 5s. to 7s.; manufacturing forward, 2s. 3d. c.i.f.; spot, 2s. 6d.

SLIPPERY ELM BARK.—Spot offered at 3s. 9d. per lb.

SQUILL.—WHITE shipment, 130s., c.i.f.

STRAMONIUM.—Continental LEAVES, 85s. per cwt., spot.

STROPHANTHUS.—*Kombe*, spot, 40s. lb., nominal.

STYRAX.—Spot, 21s. lb.

TONQUIN BEANS.—Para, 9s. 3d. lb., c.i.f.

TRAGACANTH.—Ribbon, No. 1, £245 per cwt.; No. 2, £210 to £215.

TURMERIC.—Madras finger spot, 175s. per cwt.

VALERIAN ROOT.—Indian, 210s. cwt., c.i.f. Continental, 470s., c.i.f.

WITCH HAZEL LEAVES.—New crop, 5s. 6d. lb., c.i.f.

### Essential Oils

ANISE.—Chinese, spot, 14s. lb.; November-December shipment, 12s. 6d., c.i.f.

BAY.—Spot, 43s. to 44s. per lb.

BIRCH TAR.—Rectified, 15s. lb. on the spot.

BOIS DE ROSE.—Brazilian, spot, 22s. per lb.; shipment, 20s. 6d., c.i.f.

CAMPOR, WHITE.—Chinese for shipment, 5s. kilo. c.i.f. Spot, 3s. lb., duty paid.

CASTOR.—Scarce. Home produced B.P. oil, £202 per ton, naked ex mill.

CITRONELLA.—Ceylon, spot, 5s. per lb.; shipment, 4s. 9., c.i.f.; Formosan, 5s. 6d. in bond and 5s. 3d., c.i.f.; Chinese, 5s. in bond; 4s. 6d. (November-December), c.i.f.

CLOVE.—Madagascar leaf for shipment, 10s., c.i.f. spot, 9s. 9d. in bond. Rectified, 10s. Distilled bud oil English, B.P., 26s. per lb., for 1-cwt. lots.

CUMIN.—English distilled oil, 135s. per lb. imported, from 120s.

DILL.—Imported from 36s. per lb., spot.

EUCALYPTUS.—Chinese, 80-85 per cent., 9s. 6d. per kilo in bond; shipment, 9s., c.i.f.



GRAPEFRUIT.—West Indian small lots on spot at 12s. 9d. per lb. Florida, 15s.

JUNIPER BERRY.—English distilled, 270s. lb.

LAVANDIN.—French from 20s. to 27s. per lb., as to quality.

LAVENDER.—French from 40s. to 60s. per lb. as to quality.

LAVENDER SPIKE.—Spanish, 21s. per lb., on the spot.

LEMON.—Sicilian, new crop quoted at 45s. to 50s. landed, January delivery.

LEMONGRASS.—Spot, 29s. per kilo; shipment 28s., c.i.f.

LIME.—West Indian distilled, 74-76s. per lb. on the spot.

NUTMEG.—East Indian B.P. oil is about 73s. per lb. English distilled, 110s.

OLIVE.—Spot is from 26s. 6d. to 27s. per gall., in drums, ex wharf.

ORANGE.—Florida sweet, 4s. per lb.; Spanish from 19s. 6d.

PALMAROSA.—Shipment, 175s. per kilo, c.i.f.; spot, 190s. per kilo.

PATCHOULI.—Spot, 27s. to 30s. per lb., duty paid; shipment, 22s. to 24s., c.i.f.

PENNYROYAL.—Spot is difficult at from 18s. 6d. to 19s. 6d. duty paid.

PEPPERMINT.—(Per lb.), *Arvensis*: Chinese November-December shipment, 10s. 6d., c.i.f., spot, 11s. 6d. Brazilian for shipment, 9s., c.i.f.; spot 9s. American *Piperata* Far-west, 47s. 6d.; mid-west, 60s.

PETITGRAIN.—Paraguay for shipment, 16s. 6d. c.i.f., spot 17s. per lb.

PIMENTO.—BERRY, imported, 110s.; English distilled, 390s.; LEAF, 24s. per lb.

PINE.—*Pumilionis*, 20s. per lb., *sylvestris*, 8s.; *abietis*, 14s.

ROSEMARY.—Spanish, 10s. per lb., duty paid.

SANDALWOOD.—Mysore, spot, 145s. lb., East Indian, 300s. per kilo, c.i.f.

SAGE.—Spanish, 18s. to 19s. per lb.

SPEARMINT.—American oil on the spot, 70s. to 75s. per lb. Chinese, spot, 70s. per kilo; shipment, 62s. 6d., c.i.f.

YLANG YLANG.—Best oil quoted about 35s.

## UNITED STATES REPORT

NEW YORK, November 21: Brazilian MENTHOL fell 5 cents to \$4.75 a lb. despite reports of firmness at source. Mexican SASSAPARILLA dipped 10 cents to 55 cents per lb. for new-crop material. PATCHOULI OIL fell 25 cents to \$4.15 lb.

## WORLD TRADE

**U.S. Export Control Changes.** — In the United States validated export licences will no longer be required for exports to Eastern European destinations of certain medicinal chemicals and in the case of East Germany, pharmaceutical products as well.

## NEW COMPANIES

**P.C.—Private Company. R.O.—Registered Office.**  
CHILTERN PHARMACEUTICAL PRODUCTS, LTD. (P.C.)—Capital £100. Directors: John S. Jardine, M.P.S. and David B. Burland, R.O.: Chiltern End, Fen Lane, Hitcham, Suffolk.

KEITH JENKINS (SARRATT), LTD. (P.C.). Capital £100. To carry on the business of retail, wholesale and agricultural chemists, etc. Directors: Keith Jenkins, M.P.S. and Pauline Jenkins, R.O.: The Pharmacy, The Green, Sarratt, Rickmansworth, Herts.

MOSER & SOLOMONS, LTD. (P.C.)—To carry on the business of chemists, etc. Directors: Martin I. Moser, M.P.S. and Roy S. Solomons, R.O.: 101, Baker Street, London, W.1.

## COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

### Monday, November 27

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Victoria hall, Sheepcote Road, Harrow, at 7.30 p.m. Film evening and formulation of Branch resolutions.

### Tuesday, November 28

BIRMINGHAM BRANCH, PHARMACEUTICAL SOCIETY, Stafford suite, Garden House hotel, Hagley Road, Edgbaston, Birmingham, 16, at 7.45 p.m. General meeting including formulation of Branch resolutions.

COVENTRY AND WARWICKSHIRE BRANCH, NATIONAL PHARMACEUTICAL UNION, Fletch hotel, Fletchhampstead Highway, Coventry, at 8 p.m. Mr. E. J. Downing (an assistant secretary, N.P.U.) on "Who is in Control?"

HEREFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Farmers Club, Hereford, at 7.45 p.m. Dr. P. J. Nicholls on "Drug Abuse." Annual meeting.

LEICESTER AND LEICESTERSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Glen Inn, Glen Parva, Leicester, at 8 p.m. Christmas dance.

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Lecture hall, Medical Institute, Hartshill, Stoke-on-Trent, at 8 p.m. Dr. R. Sumner on "Drug Eruptions."

PORTSMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Portsmouth medical centre, Portsmouth, at 7.45 p.m. Formulation of Branch resolutions.

TEES-SIDE BRANCH, PHARMACEUTICAL SOCIETY, Vane Arms hotel, High Street, Stockton-on-Tees, at 7.45 p.m. Mr. J. P. Kerr (a member of Council) on "A Vindication of the Council Policy."

WEST HERTFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Committee rooms, town hall, Watford, at 8 p.m. Formulation of Branch resolutions.

WHOLESALE PHOTO FINISHERS' ASSOCIATION, Seymour Hall, Seymour Place, London, W.1. Annual exhibition. Until November 30.

WIGAN AND ST. HELENS BRANCH, PHARMACEUTICAL SOCIETY, Brocket Arms hotel, Wigan, at 8 p.m. Supper dance.

### Wednesday, November 29

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Medical centre, Boscombe, at 1.20 p.m. Dr. K. Robertson on "Leptospirosis Disease in Hampshire." At Cornelia nurses' hostel, Poole, Dr. J. Revans on "The 1960's."

CARDIFF BRANCH, PHARMACEUTICAL SOCIETY and LOCAL DIVISION, BRITISH MEDICAL ASSOCIATION, Park hotel, Cardiff, at 8.15 p.m. Lectures, films, discussion and ladies fashion show.

CHESTER BRANCH, PHARMACEUTICAL SOCIETY, Blossoms hotel, Chester, at 8 p.m. Members' evening of holiday slides.

GLASGOW AND WEST OF SCOTLAND BRANCH, PHARMACEUTICAL SOCIETY, Lister theatre, Glasgow Royal Infirmary, Glasgow, at 7.30 p.m. Dr. J. A. Milne (Western Infirmary) on "Dermatology."

HERTFORD BRANCH, PHARMACEUTICAL SOCIETY, Smith & Nephew Research, Ltd., Gilston Park, Harlow, Essex, at 8 p.m. Mr. L. K. Priest (headquarters staff, Pharmaceutical Society) on "Diuretics."

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Duke of Cornwall hotel, Plymouth, at 7 p.m. Annual dinner and dance.

REIGATE AND REDHILL BRANCH, PHARMACEUTICAL SOCIETY and BRIGHTON AND HOVE ASSOCIATION OF PHARMACY, Top Rank Bowl, Denmark Villas, Hove, at 7 p.m. Annual ten pin bowling match.

### Thursday, November 30

ABERDEEN AND NORTH EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Tree-tops hotel, Aberdeen, at 8 p.m. Mr. J. P. Kerr (a member of Council) on "Cauld kale het again."

BIRKENHEAD AND WIRRAL PHARMACISTS' ASSO-

CIATION, Golden Primrose hotel, Bebington, at 7.15 p.m. Dinner and dance.

BOURNEMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Savoy hotel, West Cliff, Bournemouth, at 7.30 p.m. Film evening arranged by W. R. Warner & Co., Ltd.

EPSOM AND SUTTON BRANCH, PHARMACEUTICAL SOCIETY, Charter Inn, High Street, Epsom, at 8 p.m. Dr. G. B. West (head of information services, British Industrial Biological Research Association) on "Safety-in-Use of Food Additives."

HARROGATE BRANCH, PHARMACEUTICAL SOCIETY, Marlboro café, Harrogate, at 7.30 p.m. Film evening. (Open meeting, non-members invited.)

HULL CHEMISTS' ASSOCIATION, New York hotel, Hull, at 7.30 p.m. Dinner and dance.

ISLE OF WIGHT BRANCH, PHARMACEUTICAL SOCIETY, Postgraduate medical centre, St. Mary's Hospital, Newport, at 7.30 p.m. Film evening.

NORTH GLOUCESTERSHIRE BRANCH, NATIONAL PHARMACEUTICAL UNION, Royal hotel, Station Road, Gloucester, at 8 p.m. Speaker: Mr. J. R. Dale (chief inspector of the Pharmaceutical Society.)

RHYL BRANCH, PHARMACEUTICAL SOCIETY, Royal Lido, Prestatyn, at 8 p.m. Dinner and dance.

SOUTHEND-ON-SEA BRANCH, PHARMACEUTICAL SOCIETY, Overcliff hotel, Manor Road, Westcliff-on-Sea, at 8 p.m. Mr. D. E. Sparshott (a member of Council) on "Current Trends in Pharmacy."

THAMES VALLEY PHARMACISTS' ASSOCIATION, Winthrop house, Surbiton, at 8 p.m. Mr. C. C. Stevens (Imperial Chemical Industries, Ltd., Pharmaceutical Division) on "Recent Changes in Forensic Pharmacy."

TORQUAY BRANCH, PHARMACEUTICAL SOCIETY, Torbay Hospital, Torquay, at 8 p.m. General meeting on white paper on forthcoming medicines legislation.

## Courses and Conferences

BRITISH SOCIETY FOR THE HISTORY OF PHARMACY, Cardiff, March 29-31, 1968. Communications on the theme of local history are invited (papers of a general character also considered). Abstracts should be sent to the Society's secretary, 17 Bloomsbury Square, London, W.C.1, by February 1, 1968.

PESTICIDES GROUP, SOCIETY OF CHEMICAL INDUSTRY and Phytochemical Society, School of Pharmacy, University of London, Brunswick Square, London, W.C.2. Symposium on plant growth regulators. January 8-9, 1968. Details from Assistant Secretary, Society of Chemical Industry, 14 Belgrave Square, London, S.W.1. (Application must be made by November 30.)

## Advance Information

INTERNATIONAL HOSPITAL EQUIPMENT, MEDICAL ENGINEERING AND SERVICES EXHIBITION, Olympia, London, W.14, June 2-6, 1969.

INTERNATIONAL GIFTS FAIR, Blackpool, Lancs. February 4-9, 1968.

## TRADE MARKS

### APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," Nov. 8, No. 4654

For veterinary substances; insecticides, larvicides, fungicides, herbicides and pesticides; preparations for killing weeds and destroying vermin; none being for export to or sale in Puerto Rico (5)

AZOB-ANE, B900,800, by Shell International Petroleum Co., Ltd., London, S.E.1.

For pharmaceutical and veterinary preparations containing steroids, for gynaecological or contraceptive purposes (5)

CYCLOVIS, 901,844, by Vismara Cerapeutici, Casatenova, Italy.

For pharmaceutical products containing urea (5) MIGRAMID, 902,989, by Delalande, S.A., Courbevoie, France.

For pharmaceutical products (5)

BETAZED, 909,771, by Northern Drug Co. Ltd., Leeds, 7, Yorks.

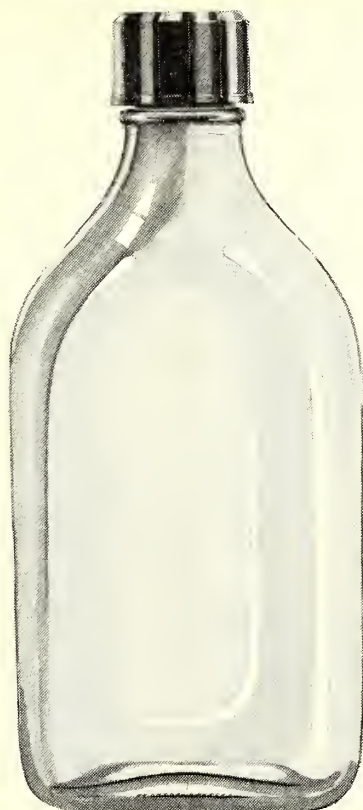
For analgesic preparations (5)

MIGRALEVE, 910,177, by Henry Wild, Blackpool.



Period—December 3-9														Channel Is.
PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-East	Anglia	Ulster	Westward	Border	Grampian	Eireann	
Alka Seltzer ... ..	1/30	2/60	1/30	2/60	2/60	3/90	2/60	2/60	—	1/30	3/90	1/30	3/90	5/150
Anadin... ..	2/60	1/30	2/60	4/120	4/120	4/120	2/60	4/120	2/60	4/120	4/120	3/90	—	3/90
Andrews liver salts ... ..	—	—	—	—	1/15	—	—	—	—	—	—	—	—	—
Bathjoys ... ..	1/30	2/60	—	—	—	2/60	—	—	—	—	—	—	—	—
Bisodol ... ..	—	—	—	—	—	—	—	—	5/35	—	—	—	—	—
Corvette range ... ..	2/30	2/30	2/30	3/45	2/30	2/30	3/45	3/45	3/45	5/75	3/45	2/30	—	2/30
Disprin ... ..	—	2/45	2/45	—	3/75	2/30	—	2/45	1/30	2/45	1/30	1/30	—	2/45
junior ... ..	—	—	—	—	—	—	1/15	—	—	—	—	—	—	—
Farley's rusks ... ..	6/88	7/72	—	5/81	—	5/58	—	—	—	4/51	—	—	—	—
Horlicks ... ..	3/90	2/60	2/60	3/120	3/100	3/90	2/70	—	2/60	4/120	3/90	3/110	3/44	3/90
Liqufruta ... ..	3/45	—	2/30	—	—	—	—	—	—	—	—	—	—	—
Nulon ... ..	1/30	2/60	1/30	—	1/30	1/30	1/30	2/60	2/60	1/30	1/30	1/30	—	1/30
Remington Selectric 300	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	3/75	—	3/75
Respite... ..	—	—	4/120	—	—	—	—	—	—	—	—	—	—	—
Ronson Escort hairdryer ...	2/90	2/90	3/135	3/135	2/90	4/180	3/135	4/180	2/90	3/135	4/180	2/90	—	—
R10 hairdryer ... ..	3/90	3/90	2/60	2/60	2/60	3/90	3/90	3/90	3/90	4/120	3/90	2/60	—	—
shaver ... ..	13/390	5/150	3/90	3/90	3/90	4/120	5/150	4/120	2/60	5/150	4/120	2/60	—	—
Sparklets syphons ... ..	1/30	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	2/60	—	2/60
Steradent ... ..	—	1/30	1/30	1/30	1/30	2/60	—	—	3/90	2/60	1/30	1/30	—	2/60
Wonder Set ... ..	3/45	1/15	—	1/15	2/30	2/30	—	3/45	1/15	2/30	3/45	—	—	1/15
Wright's Coal Tar soap ...	—	—	—	1/15	—	—	—	—	—	—	—	1/15	—	—





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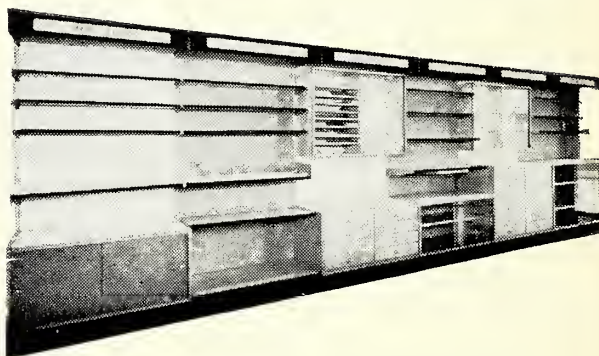
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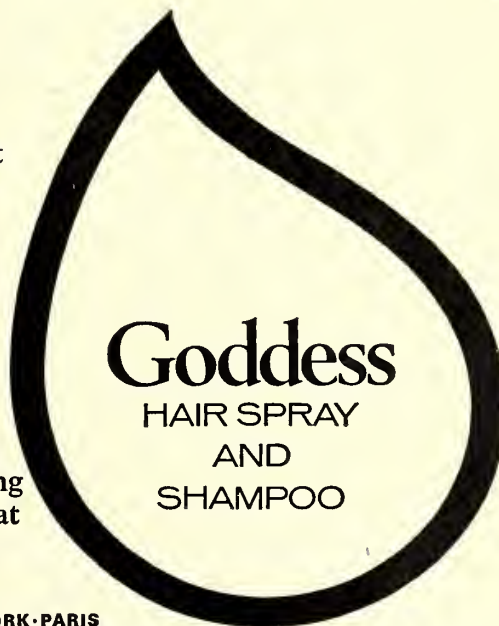
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#### BARNET GENERAL HOSPITAL, Wellhouse Lane, Barnet, Herts

##### Senior Pharmacist

required in Group Pharmacy of Category V Hospital. Salary £1,151-£1,435 per annum and London Weighting £75 per annum. Pleasant modern comprehensive pharmacy. Apply to Group Pharmacist.

#### BARNET GENERAL HOSPITAL Wellhouse Lane, Barnet, Herts.

##### Pharmacy Technician I or II

Applications are invited for the post of Pharmacy Technician I or II. Pleasant modern comprehensive Pharmacy. Salary according to age and experience. Applications to Hospital Secretary.

#### ESSEX COUNTY HOSPITAL, Colchester

##### Senior Pharmacist

required at the above Hospital. Salary according to Whitley Council Scale, i.e. £1,076 - £1,340 per annum. Interesting post including dispensing for other hospitals in the Group. Application forms from Group Secretary, St. Helena Group Hospital Management Committee, 14 Pope's Lane, Colchester, Essex.

#### HAMMERSMITH HOSPITAL AND THE ROYAL POSTGRADUATE MEDICAL SCHOOL

Du Cane Road, London, W.12

##### Senior Pharmacist

required at the above General Postgraduate Teaching Hospital (Category V) to supervise sterile products laboratory, or, periodically, other sections of the Department (full-time laboratory if preferred).

Post offers excellent experience; very wide range specialised and other work undertaken. Laboratory newly built and well equipped. Excellent working conditions.

Possibility of furnished accommodation in nearby residency.

Salary scale £1,151-£1,434, plus London Allowance £75 and Higher Qualification allowance (where applicable) £25.

Applications stating age, experience and naming two referees to Chief Pharmacist. C 822

#### HAMMERSMITH HOSPITAL AND THE ROYAL POSTGRADUATE MEDICAL SCHOOL

Du Cane Road, London, W.12

##### Pharmacist

required at the above General Postgraduate Teaching Hospital (Category V). Regular part-time appointment would be considered.

Post offers interesting work and excellent all-round experience. Department recently modernised, very pleasant working conditions.

Possibility of furnished accommodation in nearby residency.

Full-time salary scale £1,087-£1,366 per annum, plus Higher Qualification allowance (where applicable) and London Weighting of £75.

Applications stating age, experience (if any), and naming two referees, to Chief Pharmacist. C 823

#### HILLINGDON HOSPITAL, Uxbridge, Middx.

##### Locum Senior Pharmacist

required for period of 3 weeks commencing during January 1968. £26 15s. 6d. per week plus £1 9s. 0d. p.w. London Weighting. Applications to Group Pharmacist, Hillingdon Hospital, Uxbridge, Middlesex.

#### NEW BARKING HOSPITAL Upney Lane, Barking, Essex

##### Senior Pharmacist

required for new department. Barking Hospital is adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary Scale £1,076-£1,340 p.a. plus London Weighting. Accommodation may be made available if required.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 779

#### NEW BARKING HOSPITAL Upney Lane, Barking, Essex

##### Basic Grade Pharmacist

required for this New Hospital adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary - Scale £988-£1,242 p.a. plus London Weighting.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 778

#### NORTH MIDDLESEX HOSPITAL Edmonton, London, N.18

##### Senior Pharmacist or Pharmacist

required in modern Pharmacy Department. Part Time appointment considered. Applications stating age, experience, qualifications and giving names of two referees to the Secretary.

#### ST. MARGARET'S HOSPITAL Epping, Essex

##### Deputy Chief Pharmacist (category IV)

required. Hospital situated in the country with direct underground access to centre of London. Applications to Hospital Secretary.

#### ST. MARGARET'S HOSPITAL Epping, Essex

##### Pharmacy Technician

required. Whitley Council Scale. Apply giving details of experience together with the names of two referees to Hospital Secretary.

#### SEVERALLS HOSPITAL Colchester, Essex

##### Senior Pharmacist

Applications invited for Senior Pharmacist at this progressive psychiatric hospital of 1,590 beds, with general surgery unit of 40 beds. The post offers varied and interesting work, including small-scale manufacturing. Congenial working conditions in a pleasant locality within easy reach of London and the sea. Salary scale £1,076 to £1,340 per annum. A visit to the hospital can be arranged with the Chief Pharmacist. Application forms available from the Group Secretary, St. Helena Group H.M.C., 14 Pope's Lane, Colchester, Essex.

#### SHRODELLS WING, WATFORD GENERAL HOSPITAL,

Vicarage Road, Watford, Herts.

##### Pharmacy Technician Grade I or II

according to experience, required for new and growing department. This hospital is in process of being redeveloped as the district hospital. Salary in accordance with the appropriate Whitley Council Scales and Conditions of Service. Applications to the Hospital Secretary.

#### SHRODELLS WING, WATFORD GENERAL HOSPITAL, Vicarage Road, Watford, Herts.

##### Pharmacist

required for new and growing department. This hospital is in process of being redeveloped as the district hospital. Salary (£988 per annum to £1,242 per annum by six increments) in accordance with the appropriate Whitley Council Scales and Conditions of Service. Applications to the Hospital Secretary.

#### WILLESBOROUGH HOSPITAL Ashford, Kent.

##### Pharmacy Technician, I or II

required at the Willesborough Hospital, Ashford, Kent. Whitley Council conditions of Service. Salary — Technician I £321 at 18 years of age, rising to £663 per annum. Technician II £530 to £769 according to age and qualifications. Applications to the Hospital Secretary.

### PUBLIC APPOINTMENTS

#### PHARMACY TECHNICIAN

##### H.M. Prison Wormwood Scrubs

A Pharmacy Technician (Female) is required at H.M. Prison Wormwood Scrubs.

Salary scale £530 rising to £769 plus £47 per annum environment allowance, £30-£75 N.H.S. London weighting allowance according to age, and additional allowances, up to £100, for suitably qualified applicants.

Five-day week. Post superannuable under N.H.S. superannuation scheme.

Unqualified candidates may be considered for appointment on a lower salary scale.

Apply Home Office, Prison Department (R54/JF), Hepburn House, Marsham Street, London, S.W.1.

### FINANCE

RETIRED PHARMACIST offers 200 Unichem shares at 22s. (o.n.o.) Capital urgently required. Box C 1046.

**SITUATIONS VACANT  
RETAIL**

**BLACKPOOL CO-OPERATIVE CHEMISTS LIMITED.** Invite applications for the position of Branch Manager. Excellent conditions in modern Pharmacy with good supporting staff. Salary based on scale plus bonus with scope for increase. Three weeks holiday and superannuation scheme with transfer clause. Every encouragement given to person recently qualified. All interview expenses paid. Applications to the Superintendent Chemist, Victory Road, Blackpool.

**WARRINGTON**

Pharmacist required in January to manage a modern branch in a pleasant suburban area. We can offer an attractive salary and excellent supporting staff, assistance with housing if necessary and ample prospects and security within a small group, operated entirely by Pharmacist.

If you are thinking of a change in the New Year, we should be pleased to discuss the prospects with you. Please write or phone

**R. Fielden, M.P.S.,  
Hill-Smith (Warrington) Ltd.,  
62 Buttermarket Street,  
Warrington, Lancs.**

**SITUATIONS VACANT  
WHOLESALE**

**SHORTHAND TYPIST.** City E.C.3. area. Speed in shorthand not necessary for business dealing with Manufacturing Chemists, Perfumers, etc. Hours 10 am. to 5 pm., lunch hour 12 to 1 pm 5 days a week. Would work for Owner, general office routine an advantage. Good salary would be given, write giving experience. Box No. C 1044.

Opportunities exist with R. A. Cripps and Son Ltd., for young

**PHARMACISTS**

with two or three years previous experience.

**PHARMACEUTICAL MANUFACTURING**, practical ability and a sound technical approach are essential requirements.

**CHEMIST WHOLESALE**, an assistant Branch Manager with a sense of urgency coupled with a systematic approach to problems would be excellent previous experience.

**PROGRESSIVE POSITIONS** with **GOOD SALARY** for suitable applicants.

Write with full details of present position and previous experience to:

**Managing Director,  
R. A. Cripps and Son Ltd.,  
45, Franklin Road,  
Portslade, Brighton BN4A1**

**SITUATIONS VACANT WHOLESALE****EVANS MEDICAL LIMITED****Wholesale Sales Representative**

Applications are invited for the post of Wholesale Sales Representative based in London.

The successful applicant will be aged between 30-45 years and will be required to call on wholesale distributors and manufacturers of pharmaceutical products in Southern England selling a wide range of standard drugs and fine chemicals. He will have an intimate knowledge of the products concerned.

A company car is provided and agreed expenses paid.

**Development Pharmacist**

A vacancy exists in the Pharmaceutical Development Department for a Pharmacist desiring experience in the formulation and scaling up of a wide variety of product types touching most aspects of pharmacy.

The department is well equipped and offers scope to a person with ideas on the assessment and testing of high quality pharmaceuticals.

The preferred age lies between 23-30 years.

The Company works a five day week, and all employees participate in a Contributory Superannuation Scheme. Canteen facilities are available.

Applications should give brief details of education and career to date to the Personnel Manager, Evans Medical Limited, Speke, Liverpool, 24. Marking the envelope either W.S.R. or D.P. in the top left hand corner.

**PHARMACISTS  
OF  
EXECUTIVE CAPACITY**

A career full of challenge and opportunity awaits the men who join MACARTHYS.

Vacancies exist for pharmacists in the LONDON and BIRMINGHAM areas, who initially will assist in the running of these busy depots and for whom promotional prospects are exceptionally attractive.

For details and interview, applicants should write giving a brief personal history to:-

**F. Booth M.P.S.,  
MACARTHYS LTD.,  
Chesham House,  
Chesham Close,  
Romford, Essex.**



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Apply to: Marketing Manager, Rexall Drug Company, Castle Boulevard, Nottingham.

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**WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.**

Registered No.	Mark	Goods
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Agents and distributors with first class connection in Northern Ireland seek further agencies in this field. Warehousing and distribution considered. Replies to Box C 1047.

**EXPERIENCED AGENT** covering Chemists and Stores in South London, Middlesex, Berkshire, Buckinghamshire, Hampshire, Surrey and Sussex requires additional agency. Box C 1048.

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**FASCIA LETTERS** bold, colourful, three dimensional effect, weatherproof, easy-fix. 12 in. 18s. each, 9 in. 12s., 6 in. 7s. Quick delivery. Thirk Equipment Co. Ltd., 741 Garratt Lane, Tooting, London, S.W.17. 01-946 2291.

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**A MANUFACTURER** of very high quality products selling to best chemists and perfumery departments has over 1,000 stockists and plans to have 1,500 by the end of 1968. Also sells to 24 export markets. Suitable products from another company could be handled by the same administration and sales organisation; perhaps manufacture also if required. Box C 1043.

**TAX LOSS COMPANY** required, must be still trading in the wholesale distribution of toilet, household, fancy or electrical goods, stationery, toys, gifts, confectionery, drapery, linens, haberdashery or similar fields. Box C 1049.

**WANTED**

**WE WILL PURCHASE** for cash a complete stock, a redundant line, including finished or partly finished goods, packaging raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Park 3137-8. C 140

**SITUATIONS WANTED**

**NORTHERN ENGLAND.** — Enthusiastic Experienced Pharmacist (28) seeks permanent position leading to early succession on partnership; limited capital. Write Box C 1042.

**EX-PROPRIETOR PHARMACIST** seeks short term locums or permanent part time employment retail or wholesale. Eastbourne area. Box C 1045.

**YORKSHIRE AREA,** well known active Salesman with over 1,000 live accounts, wholesale and retail, commission terms preferable, Box C 1050.

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New Parade of NINE SHOPS each with S/C 3 bedroom flat and 2 garages.

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**1,000 PRESCRIPTION LABELS** 35s. (Size 3 x 2) 2,500 £3 10s. 0d. 5,000 £5 0s. 0d. Definite 7 Day Delivery. Send Trial Order or send for price list and samples. C.W.O. SPEEDPRINT SERVICES, 60a, High Street, EGHAM, Surrey, Tel. Egham 4978 (ET9). C 2354

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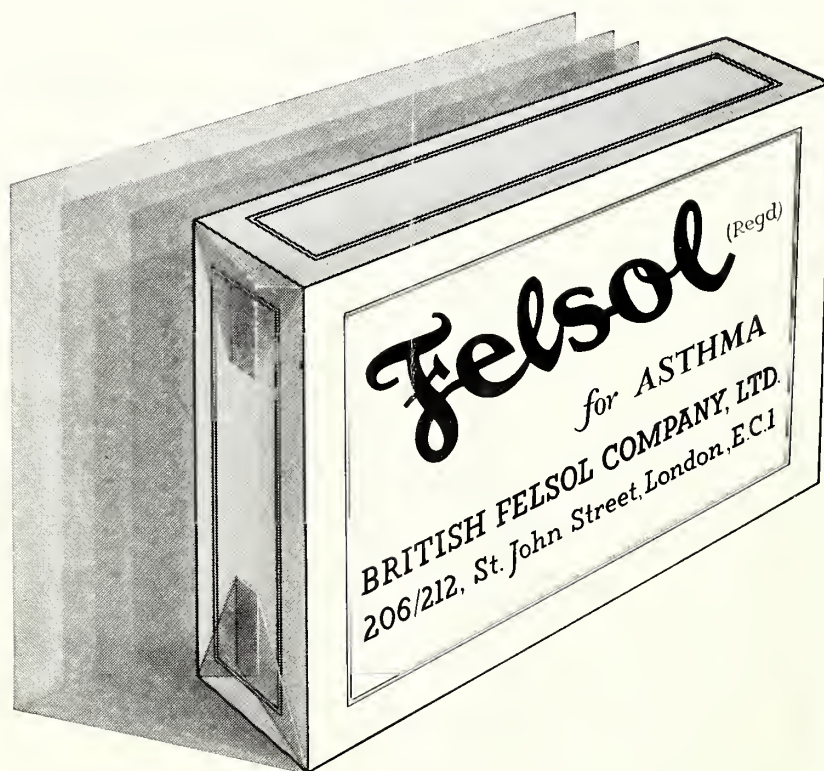
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